

NAME
City, Province
xyz@gmail.com | (647)-xxx-xxxx | LinkedIn

KEY SKILLS AND CERTIFICATIONS

Soft Skills: • Problem Solving • Leadership • Collaboration • Resilience • Objection Handling • Client Communication

Technical Skills: • B2B Tech Sales • CRM • MS Office Suite • Salesforce • Tableau • Financial Analysis • Lead generation • Pipeline Management

Certifications: Hubspot Inbound Sales Certification (November 2023)

WORK EXPERIENCE

Company Name, City, Country

Start Date - End Date

Sales Development Representative

- Boosted revenue by \$455,000 through closing 35+ B2B transactions, concurrently driving a 40% sales increase via strategic upselling.
- Enhanced service efficiency by 25% through seamless collaboration with cross-functional teams, commanding CRM the system with proficiency.
- Leveraged expert knowledge and engaged in personalized customer interactions, resulting in a 15% increase in customer retention.
- Applied problem-solving skills to reduce inventory losses by 21% through strategic financial audits and implementing FIFO practices.

Company Name, City, Country

Start Date - End Date

Business Development Representative

- Launched Edurja, India's EdTech startup, implementing strategies that led to a 300% improvement in student performance.
- Secured \$287,000 in revenue through strategic B2B sales efforts over 3 months, backed by in-depth financial analysis.
- Exceeded revenue targets by 55% by maintaining an 85% closure rate, achieved through strategic financial analysis and effective objection handling.
- Spearheaded precise financial projections using Tableau, strategically managed profitability, and executed cost optimizations, driving a 35% revenue growth and a 23% boost in overall profitability.
- Formulated and executed a market penetration strategy, resulting in a 33% increase in market share.

Company Name, City, Country

Start Date - End Date

QA Analyst

- Managed data flow and improved financial integration between MS Dynamics Navision and Salesforce, facilitating efficient customer data management for the sales team.
- Utilized Salesforce CRM and data analysis tools to streamline customer data management and support sales forecasting efforts.
- Incorporated financial modelling in system compliance checks, contributing to accurate sales forecasting and budget planning.

Company Name, City, Country

Start Date - End Date

Restaurant Manager

- Orchestrated a strategic marketing campaign, boosting sales by 45% and raising annual revenue to \$0.5 million.
 - Implemented CRM strategies and customer retention techniques, resulting in the lowest churn rates (<5%) across all restaurants.
 - Led a successful 2-year recruitment drive, assembling a high-performing team that significantly improved the company's financial trajectory.
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EDUCATION

Canadore College, Canada

Start Date - End Date

Post Graduate Diploma in Business Management

Canadore College, Canada

Start Date - End Date

Post Graduate Diploma in Financial Services

Sardar Patel University, India

Start Date - End Date

Master of Commerce: Entrepreneurship

Gujarat University, India

Start Date - End Date

Bachelor of Commerce: Advanced Accounting