

Top Skills

Payment Industry

Payments

Growth Strategies

Certifications

Sales: Handling Objections

Sales Development Representative | Certn | Elevating Global
Background Screening |
Leicester, England, United Kingdom

Summary

I am a challenge driven and dedicated individual offering more than 7 years of experience in Sales. I have strategic, problems solving and communicational skills and the capability to work independently as well as a team. I am a well determined and a resilient person who enjoys going beyond achieving sales targets and have a track record of accomplishing many awards with my previous sales roles. I am a sociable, focused and well-presented individual who has a track record of putting the customer first, communicating and interacting with the customers and colleagues in professional and respectable manner and fulfilling their needs.

At my last job for Currys PLC, I repeatedly achieved my sales targets more than 200% and repeatedly delivered sales performance that positioned myself among the best in the company across the campaign in the company. Maximising sales have always been a challenge I enjoy the most alongside strengthening relationships with clients with using CRM Systems and software solutions.

Experience

CREDESCENCE Background Screening
Sales Development Representative
July 2023 - Present (1 year 2 months)

Certn
Sales Development Representative | EMEA
July 2023 - March 2024 (9 months)
Sevenoaks, England, United Kingdom

As an SDR at Certn, I've had the opportunity to succeed in a dynamic sales environment, leveraging my strong communication skills and strategic mindset to drive business growth.

- Utilized various channels including Emails, LinkedIn, and cold calling to identify, engage and build relationship with potential prospects.
- Conducted thorough research on target accounts to identify company plans for the future and tailor outreach accordingly.
- Consistently exceed monthly quotas for scheduled meetings and qualified leads, contributing to the overall pipeline growth.
- Leveraged CRM systems like HubSpot and ZoomInfo to track and manage prospect interactions and shadowed Account executives to perform demonstrations with clients. Collaborated closely with Account Executives.
- Overall I play a vital role at Certn being an SDR and have successfully generated meetings with qualified leads worth nearly £130k in the last month of January 2024.

Smart Recruit Online

Digital Sales Development Executive

July 2022 - December 2022 (6 months)

Corby, England, United Kingdom

Smart Recruit Online is a VC-backed RecTech SaaS venture that helps businesses reduce the issues surrounding recruitment. I am currently working here as a driven Digital Sales Executive.

My role here is also to win new logos, the lifeblood of any rapid growth business. Furthermore to Demonstrate our software and solution to prospects and create custom subscriptions based on individual client needs and finally closing the deals.

- Conducted extensive market research to identify and target potential clients within the assigned industry verticals.
- Utilized various tools and platforms to generate leads, such as LinkedIn, CRM systems, and industry databases.
- Working here at SRO, I will also be interpreting the evolution of clients demands to feed into the product development pipeline and work with marketing to refine our sales story and messaging.
- Collaborated closely with the marketing team to align outreach strategies with ongoing campaigns and promotions.
- Scheduled and coordinated product demonstrations and discovery calls between qualified leads and Account Executives.

- Demonstrated resilience and persistence in overcoming objections and rejections, consistently achieving and exceeding monthly quotas

Currys plc

Outbound Sales Executive

January 2021 - July 2022 (1 year 7 months)

Loughborough, England, United Kingdom

Currys is the leading British multinational electrical and telecommunications retailer specialising in home electronics, household appliances and computing.

My role is to work provide a breakdown cover to customers who have purchased premium products to ensure they are at the peace of mind.

Led the training to new colleagues joining the company and offered support to employees and manoeuvring around pandemic-related situations. Gave them one to one support

Achieved many awards such as “Rising Star”, “Going out of the way for others” and many MVP awards which resulted in winning many prizes.

Achieving and exceeding all KPI areas at Currys since being employed

Hastings Direct

Insurance Sales Representative

September 2017 - January 2021 (3 years 5 months)

Leicestershire, England, United Kingdom

Hastings Direct is a fast growing and digitally focused general insurance provider. Hastings offers a range of competitive and straightforward products and services, which include car, bike, van and home insurance and a range of additional products like breakdown cover and home legal expenses.

I started my role here as a Customer Service agent then was upskilled onto Renewals, Bike etc. Throughout my journey at Hastings Direct, I have maintained all KPI's and have won multiple awards. I was also fortunate to tackle a lot of shadowing opportunities to acquire more knowledge into Data Analytics which contributes towards my postgraduate studies.

Overall, doing this role of Insurance Sales is where I really developed my selling skills and found my resilience in sales.

Next

Customer Service Specialist
May 2016 - August 2017 (1 year 4 months)
Leicester, England, United Kingdom

Next plc is a British multinational clothing, footwear and home products retailer. My role here was to give exceptional customer service by truly listening to the customer and resolving their queries and navigate through various computer systems, liaise with other teams across Next. Throughout my time at Next I maintained all key performance indicators and engaged professionally and politely with customers and colleagues.

Education

De Montfort University
Postgraduate in Data Analytics, Computer Engineering · (2019 - 2021)

De Montfort University
Bachelor's degree, Business and Management · (2016 - 2019)