

# ALEXIS BRYAN

California

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Dedicated account executive, go-to-market strategist, and sales professional with 5 years of experience in B2C, B2B, and SaaS business development, successful at increasing monthly revenue using insightful marketing strategies and aggressive product development. Skilled at understanding customer and employee requests and meeting needs. Furthers success by strengthening staff training, streamlining internal systems and facilitating sales techniques.

## Work Experience

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### **Sr. Business Development Representative**

Hirect

February 2022 to Present

- Met 120% sales target in the first month. Got the Best New Hire awards of the month
- Made 350 cold calls per day (with the company requirement as 150 per day)
- Ranked the 1 of the 29 BDR for 5 months. Met the quota for 143%.
- Defined and developed the existing business process and strategies
- Collaborated cross functionally to exceed target goals set by the organization

### **Account Executive / Leadership Contributor**

Nationwide Insurance

April 2021 to January 2022

- Generated \$950k in closed-won revenue
- Achieved 145%+ quota YTD across various partner channels
- Improved the sales pitch. Coached the colleagues and improved the team performance by 63%
- Work closely with key decision makers at the enterprise level
- Own the entire sales lifecycle, from lead generation to close

### **Sr. Sales Development Representative**

Riskified

January 2020 to March 2021

- Booked over 280 meetings amounting to \$5million+ in pipeline
- Achieved 140% quota YTD
- Conducted outbound cold calling, routinely making 300+ daily dials
- Identified ICP's across several verticals
- Found the key moments in closing the deal. Shortened the sales process time by 33%

### **Business Development Representative (Mid-Market)**

Epos now

November 2018 to December 2019

- Cold called 250+ prospects a day, consistently exceeding 4hrs of talk time a day

- Achieved 170% + quota YTD
- Researched and developed strategic accounts (70+ locations)
- 80+ meetings booked in Q3 that converted into business opportunities. 120% quota attained.

### **Sales representative/RSC**

AT&T

August 2017 to October 2018

- Consistently ranked as a top specialist, Exceeded monthly quotas for sales/ service, revenue, and productivity
- Highest closing percentage in Q2 of 2018
- Ranked number 1 of the store, accounting for more than 30% for Q2 of 2018
- Highest in appointment generation from 300+ daily outbound calls

## Education

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### **Bachelor of Arts in Economics**

San Francisco University

2017

## Skills

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- Contract Negotiation
- Calendly
- B2C Sales
- Zoom
- Cloud Computing
- Go-To-Market Strategy
- Event Planning
- Sales Enablement
- Intuit Quickbooks
- Marketing Automation
- Business Development
- B2B Sales
- Cold Calling
- Strategic Planning
- Salesforce CRM
- HubSpot CRM
- Marketing Strategy
- Customer Service
- Outreach.io
- Email Marketing
- Account Management

- TECH STACK
- LinkedIn Navigator
- Seamless.ai
- Lead Generation
- Customer Experience
- SaaS Sales
- Chorus
- 8x8
- Slack
- ZoomInfo
- Ringlead
- CRM
- Microsoft Office
- Outbound Prospecting
- Contact Marketing
- Gong
- Social Media Marketing