

Dylan Smith

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Detail-oriented 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. Customer-focused manager, successfully contributing to company profits by improving team efficiency and productivity. Skilled at effective negotiations and upselling techniques. Utilises excellent organisational skill to enhance efficiency and lead teams to achieve outstanding sales.

Willing to relocate: Anywhere

Work Experience

Sr. Business Development Representative

ProtonVPN - Texas

February 2022 to Present

- Ranked the 1 of the 27 BDR for 4 months.
- Met 150% 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)
- Tailored messaging through Outreach sequencing, and transitioned from different value points across various ICPs (IT, Facilities, C-suite, municipalities) and across 5 different industry verticals (finance, hospitality, manufacturing, healthcare, and entertainment)

Account Executive / Leadership Contributor

Liberty Mutual Insurance Group

April 2021 to January 2022

- Achieved 176%+ quota YTD across various partner channels
- Generated \$450k in closed-won revenue
- 300+ meetings booked in Q2 that converted into business opportunities. 147% quota attained.
- Wrote contracts and outlined Service Level Agreements to meet client needs and win business.

Sr. Sales Development Representative

Lightspeed

January 2020 to March 2021

- Booked over 370 meetings amounting to \$5.5million+ in pipeline
- 160+ meetings booked in Q3 that converted into business opportunities. 210% quota attained.
- Found the key moments in closing the deal. Shortened the sales process time by 37%
- Conducted outbound cold calling, routinely making 300+ daily dials
- Identified ICP's across several verticals

Business Development Representative (Mid-Market)

VISA

November 2018 to December 2019

- Researched and developed strategic accounts (65+ locations)
- Achieved 153% + quota YTD
- 300+ meetings booked in Q3 that converted into business opportunities. 145% quota attained.
- Cold called 350+ prospects a day, consistently exceeding 4hrs of talk time a day

Sales representative/RSC

Verizon

August 2017 to October 2018

- Highest closing percentage in Q2 of 2018
- Ranked number 1 in the store, accounting for more than 30% for Q3 of 2018
- Highest in meetings generation from 250+ daily outbound calls
- Consistently ranked as a top specialist, Exceeded monthly quotas for sales/ service, revenue, and productivity

Core Qualifications

- Account Management • Sales Enablement
- B2B Sales • Social Media Marketing
- B2C Sales • Strategic Planning
- Business Development • TECH STACK
- Cloud Computing • 8x8
- Cold Calling • Calendly
- Contact Marketing • Chorus
- Contract Negotiation • Gong
- CRM • HubSpot CRM
- Customer Experience • Intuit Quickbooks
- Customer Service • LinkedIn Navigator
- Email Marketing • Microsoft Office
- Event Planning • Outreach.io
- Go-To-Market Strategy • Ringlead
- Lead Generation • Salesforce CRM
- Marketing Automation • Seamless.ai
- Marketing Strategy • Slack
- Outbound Prospecting • Zoom
- SaaS Sales • ZoomInfo

Education

Bachelor of Arts in Sociology

San Francisco University

2017

Skills / IT Skills

- Direct sales
- Inside sales
- Salesforce
- B2B sales
- Email marketing
- Field sales
- B2B Marketing
- Leadership
- Customer service
- Microsoft Office
- Organizational skills
- Maintenance
- Communication skills