

Takisha Jehl

Sales Development Representative

Details

takisha.jehl@gmail.com

(116) 299-1922

1234 Maple Street, St. Louis, MO 63101

Profile

Results-driven Sales Development Representative with 1 year of experience in consistently exceeding targets and driving revenue growth. Skilled in lead generation, prospecting, and relationship building, with a strong understanding of market trends and customer needs. Proven ability to effectively manage time, prioritize tasks, and adapt to new challenges in fast-paced environments. A collaborative team player dedicated to contributing to company success and personal development.

Employment History

Sales Development Representative at Cognizant Technology Solutions, MO

Apr 2023 - Present

- Achieved 120% of annual quota by closing \$1.2 million in new business, contributing significantly to Cognizant Technology Solutions' growth in the Missouri region.
- Successfully cultivated relationships with 20+ key strategic accounts, resulting in a 35% increase in year-over-year revenue for the territory.
- Implemented a targeted prospecting strategy that led to a 25% increase in qualified leads and a 15% improvement in lead-to-opportunity conversion rates.
- Collaborated with cross-functional teams to develop and execute 3 major sales campaigns, generating over \$500,000 in additional pipeline revenue and driving market awareness for Cognizant's offerings.

Junior Sales Development Representative at Square, MO

Aug 2022 - Feb 2023

- Exceeded quarterly sales targets by 35%: Consistently surpassed individual sales goals for all four quarters, contributing to the overall growth and success of the Square sales team in Missouri.
 - Generated over \$1.2 million in new business revenue: Identified and closed high-value deals with small and medium-sized businesses, resulting in a significant increase in revenue for the company.
 - Maintained a 90% customer retention rate: Established strong relationships with clients and provided exceptional support, ensuring their satisfaction and continued use of Square's services.
 - Implemented new lead generation strategies that increased qualified leads by 25%: Conducted market research and utilized innovative prospecting techniques to identify and engage with potential customers, ultimately leading to an uptick in sales opportunities.
-

Education

Bachelor of Business Administration in Sales and Marketing at University of Missouri, Columbia, MO

Sep 2017 - May 2022