Candidate #S-1108

Sales Development Representative · 3 years experience

Candidate ID: S-1108

Category: Sales **Experience:** 3 yrs **Location:** Manila, Philippines **English:** C1 **Fee:** A$1,200/mo

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Employer names, personal contact details, and identifying information have been removed.
To arrange a screening call, contact us at adeptstaffing.com.au.

PROFESSIONAL SUMMARY

I'm an SDR with three years of outbound sales experience, generating pipeline for Australian B2B SaaS and professional services companies. I research prospects, build targeted lists, craft personalised outreach sequences in HubSpot and Salesloft, and run discovery calls. I consistently exceed monthly meeting targets by 20–35%. I'm comfortable with rejection, persistent without being pushy, and I write clear, compelling emails that cut through inbox noise.

SKILLS

Outbound prospecting · HubSpot CRM · Cold email sequences · LinkedIn outreach · Discovery calls

WORK EXPERIENCE

SDR

AU SaaS company · 2022-07 – Present

Generated 25 qualified meetings per month for the ANZ sales team. Handled full top-of-funnel from ICP research to booking.

Inside Sales Rep

PH IT distribution company · 2021-01 – 2022-06

Managed inbound leads and upsold existing accounts in the SME segment.

CERTIFICATIONS

* **HubSpot Sales Software Certified**
  HubSpot Academy · 2022-09 · Verified by Adept