

PRIYA NAKAMURA

SDR promoted into a junior AE seat eight months ahead of cohort average. Closed first deal in week three of ramp and looking to grow into a full mid-market book.

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KEY SKILLS

- Salesforce, Outreach, Gong
- Cold calling and email sequencing
- Discovery questioning
- MEDDIC fundamentals (in training)

PROFESSIONAL EXPERIENCE

ACCOUNT EXECUTIVE, SMB (PROMOTED) | HALVERTON CLOUD, COLUMBUS, OH
SEPTEMBER 2024 – PRESENT

- Closed 11 deals in first 90 days, averaging \$9,400 ACV.
- Run full cycle for inbound leads under 50 seats: discovery, demo, procurement, close.
- Built a shared deck library with two peers that cut prep time before demos.
- Currently pacing at 88% of ramped quota in second full quarter.

SALES DEVELOPMENT REPRESENTATIVE | HALVERTON CLOUD, COLUMBUS, OH
MAY 2023 – AUGUST 2024

- Generated 142 qualified opportunities in 2023, second-highest on a team of nine.
- Owned outbound for the Great Lakes territory with a focus on logistics and light manufacturing.
- Won the Q3 SPIFF for most meetings sourced from cold calls.

EDUCATION

- B.S. Marketing
Ohio University | May 2023