

# Linda Miller

## Business Development Manager

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## Profile

Recent marketing graduate with 18 months as a BDR selling workforce software to manufacturers. Promoted into a junior Business Development Manager seat after consistently topping the outbound leaderboard. Looking to grow into a full-cycle territory role.

## Professional Experience

### Junior Business Development Manager | Vantling Workforce Cloud, Tempe, AZ 2023 – Present

- Sourced and qualified 87 SQLs in first two quarters, contributing \$610K in influenced pipeline.
- Run discovery calls with HR and plant operations leaders at small manufacturers (50-500 employees).
- Co-sell with two senior AEs and own deals under \$25K end-to-end.
- Built a Notion library of objection responses now used by the full 6-person BDR team.

### Business Development Representative | Vantling Workforce Cloud, Tempe, AZ 2022 – 2023

- Hit 118% of meeting quota across three consecutive quarters.
- Tested LinkedIn voice notes as a first-touch channel, which roughly doubled my booked-meeting rate.
- Trained the next two BDR hires on the call framework during onboarding.

## Education

**B.S. Marketing, Arizona State University, 2022**

**HubSpot Inbound Sales Certification, 2023**

## Key Skills

- Cold calling and email sequencing
- Salesforce, Salesloft, Gong
- Discovery question framing
- LinkedIn Sales Navigator
- CRM hygiene
- Objection handling
- Account research