Chris Adeyemi

Senior Sales Development Representative

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SUMMARY

Sales development representative with 3 years in B2B sales, including inside sales for an industrial supplier. Booked 133% of meeting targets in 2025 and generated $1.9M in qualified pipeline for 3 account executives. Strong on the phone, in research-led email and in clean CRM data.

EXPERIENCE

Senior Sales Development Representative — Wasatch Cloud Software

Salt Lake City, UT · Mar 2024 – Present

- Booked 24 qualified meetings a month on average in 2025, 133% of target, through cold calls, email and LinkedIn.
- Generated $1.9M in qualified pipeline over 4 quarters, which led to $480K in closed revenue for 3 account executives.
- Ran 60 personalized touches a day in Outreach sequences, with a 9% reply rate against a team average of 5%.
- Trained 4 new SDRs on call openers and objection handling, cutting their time to first meeting from 5 weeks to 2.

Inside Sales Representative — Granite Peak Supply

Sandy, UT · Jun 2022 – Feb 2024

- Handled 50 inbound and outbound calls a day with contractors and facility managers, closing $640K in orders in 2023, 121% of quota.
- Reactivated 85 lapsed accounts through a call campaign, recovering $150K in annual orders.
- Logged every call and quote in HubSpot, following up within 24 hours on 98% of quotes.

SKILLS

Prospecting: Cold calling, email sequencing, social selling, lead qualification (BANT), objection handling

Tools: Salesforce, HubSpot, Outreach, Gong, LinkedIn Sales Navigator, ZoomInfo

Selling: Discovery calls, inbound lead follow-up, quoting, account research

EDUCATION

B.A. Communication, University of Utah, 2022

Fictional example by FindAJobAI: the person, employers and numbers are invented.