

Corey J. Root

Email: corey.j.root@gmail.com | Phone: (814)553-4175

1737 Cy Ct Vienna, VA 22128

WORK EXPERIENCE

memoryBlue

Sales Development Representative

Tysons Corner, VA

July 2017 – Present

- Achieved 102% sales quota in past 7 months of tenure
 - Exceeded June quota at 167%, finishing 2nd in the VA office (60+ SDRs) and 4th company-wide (100+ SDRs)
- Sourced six-figure closed deal with Qualcomm for content marketing SaaS client
 - Several other opportunities set and progressed to final stages of sales cycle with Fortune 1000 companies, including ADP, Oppenheimer Funds, Mastercard, J&J, and John Hancock
- Qualified for President's Club Top's Trip
- Retained content marketing SaaS client for more than double the company's average client tenure
 - Trusted to take on additional responsibilities by client after outperforming all SDRs on campaign
- Maintain lifetime sales meeting hold rate of 81%, placing in top 7% of 100+ SDRs company-wide
- Sourced two pilot contracts for VC-backed recruiting software startup within first month of outreach
- Led office-wide presentation and training on Spin-Selling technique

Tailored Marketing

Marketing Intern

Pittsburgh, PA

January 2017 – April 2017

- Formulated and pitched creative concepts for advertising campaigns
- Cold-called over 100 travel agencies to understand their interest in receiving brochures

Opus Business Consulting

Account Management Intern

Pittsburgh, PA

May 2016 – August 2016

- Managed residential territories and devised plan to maximize results selling Verizon Fios D2D
- Promoted from entry level sales to Team Leader in a third of the time expected
- Received award for being only intern in 2016 summer to complete the 12-week requirements
- Completed full cycle sales process, from prospecting to closing
- Trained and developed entry level sales associates in the field and office

EDUCATION

University of Pittsburgh, College of Business Administration

Bachelor of Science in Business Administration

Majors: Marketing & Human Resource Management

Pittsburgh, PA

April 2017

GPA: 3.5

SALES TRAINING AND SKILLS

Salesforce	Sandler Training	LinkedIn Sales Navigator
DialSource	Costigan Training	ZoomInfo
Outreach.io	SalesBuzz Training	Mail Merge
SalesLoft	memoryBlue NewHire Training	Streak CRM