

Jason Wu

3436 Triumph Street
Vancouver, BC V5K 1T8

604.837.5555/Mobile
Wu.J@hotmail.com

SALES PROFESSIONAL

Recent recipient of a myTEFL 120 TEFL Certificate. Ambitious sales professional with 3+ years of experience in B2B and Retail Sales. Proven sales record with ability to generate and close leads. Strong communication skills and driven to set and achieve goals. Experience working with both adults and children in learning environments.

Awards and Achievements: Jr. Sales Scholarship Grant - Electrolux (2015), National Lifeguarding Service (2013), Water Safety Instructor License (2012)

PROFESSIONAL EXPERIENCE

Tigera – Vancouver, BC

Enterprise Business Development (05/2019 – Current) Lead generation role targeting enterprise accounts.

- Tech-stack: Discover.org, Salesforce, OutReach, LinkedIn Sales Nav, G Suite

EasyMarkit – Vancouver, BC

Account Executive (01/2019 – 05/2019) Quota carrying role demonstrating EasyMarkit Software through live webinar. Revenue driven responsibilities included managing new and existing opportunities within pipeline.

- Achieved 118% Sales Quota

Team Lead (09/2018 – 01/2019) Core responsibilities included working directly with Management Team to determine SDR KPIs and Targets. Oversaw SDR development via success coaching.

- Implemented a “Prospecting Call Checklist” to streamline onboarding process
- Organized Team Lead-run Workshops and Coachings for SDRs
- Achieved 106% Sales Quota

Sales Development Representative (03/2018 – 09/2018) Worked with Account Executives and Marketing to move qualified leads up sales pipeline. Responsibilities include outbound prospecting, email correspondence, and appointment setting.

- Achieved 105% Sales Quota
- Moved over 89 SQLs to Demonstration - 9 moved by AE's to Trial Agreement
- Fluent in Outreach, Salesforce and Zoom.io - Recorded and Updated Prospect Profiles

EDUCATION

B.A, Business Administration, Concentration in Marketing: Capilano University, BC, Canada

myTEFL 120-Hour TEFL Certificate: Vancouver, BC, Canada