

# Sandra Indriasti

## Sales Development Representative

Surabaya, Indonesia

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## EXPERIENCE

### **PT Teknologi Maju Bangsa, Jakarta** - *Sales Development Representative*

JUNE 2018 - AUGUST 2021

- Research companies and generate 40+ leads per month using LinkedIn Sales Navigator.
- Approach potential customers through cold calling, emailing, and social engagement.
- Manage, qualify, and track leads using Sales.io.
- Flip 15+ leads to warm leads per month, set initial sales meetings with business development.
- Collaborated with team of account executives and marketing strategists to help refine initial prospecting message, leading to a 20% increase in number of new clients YoY.
- Exceed personal lead generation and initial sales meeting goals by up to 50% each quarter.

### **PT Agensi Bangsa Sejahtera, Tangerang** - *Sales Associates*

JANUARY 2015 - MAY 2018

- Proposed, tested, and helped implement popular customer loyalty program resulting in 253 sign ups within 3 months.
- Named as Sales Associates of the Year 2017 for number of sales and outstanding customer service.

## EDUCATION

### **Trisakti University, Jakarta** - *Bachelor of Accounting*

June 2014 - May 2018

Undergraduate with GPA 3.74.

## SKILLS

- LinkedIn Sales Navigator
- Salesforce Sales Cloud
- Apollo.io
- Google Suite
- Microsoft Word and Microsoft Excel