# daniel henao

### summary

Business Development Representative with over five years of experience in driving revenue growth and expanding market presence for diverse organizations. Proven track record in identifying and cultivating new business opportunities, fostering strong client relationships, and implementing strategic sales initiatives. Proven experience in the Software Sales industry. Bilingual in English and Spanish.

### technical skills

#### Word, PowerPoint, Excel, NetSuite

### professional experience

**CLOUDTASK (EXPENSIFY) 05/2019 – 05/2024**

**Business Development Representative**

#### Expensify is a software company that develops an expense management system for personal and business use. Spearhead sales initiatives including prospecting, pitching, and closing deals.

#### Identify issues during both sales and implementation phase and devise effective solutions.

#### Manage and execute implementation projects, including planning scheduling, and coordinating tasks and resources.

#### Collaborate with clients to ensure optimal performance of SaaS products.

#### Perform routine follow-up meetings with customers to remain informed about ongoing and upcoming projects.

**UNITED AMERICAN AUTO TRANSPORT 2017 – 2019**

**Auto Transport Sales Representative**

#### Provide accurate information and support to clients.

#### Collaborating effectively with colleagues and other departments to ensure comprehensive customer support.

#### Assist with changes in procedures, technologies, and customer needs.

**INVICTA WATCH GROUP 2016 – 2017**

**Customer Service Representative**

#### Quickly identify issues and find effective solutions to resolve problems.

#### Manage customers information effectively within multiple CRM systems.

#### Understanding and relating to customers’ emotions and concerns to provide a positive customer experience.

### education

**FLORIDA INTERNATIONAL UNIVERSITY**

**Bachelor of Business Administration: Marketing and International Business (2016)**