

Jake Suster

Fort Lauderdale, FL 33301

Competitive, passionate business sales leader looking to make an impact in healthcare sales. Consistently exceeds sales quota, and ensures the sales team's growth through coaching a resilient and confident mindset.

EXPERIENCE

Birdeye | *Senior Business Development Representative, Fort Lauderdale, FL* *July 2023-Present*

- Generate new business leads and schedule prospects within multiple industry vertices through cold calling, networking, and canvassing
- Strategize with Account Executives on how to best address the prospects' needs
- Generated the highest Annual Contract Value (ACV) pipeline on my team, exceeding \$240,000 in 2024

Vivi | *Sales Development Representative, Miami, FL (Company Restructure)* *September 2021-March 2023*

- Executed and led networking and sales presentations for Account Executives in qualifying multi-location school districts across the United States and Canada for educational software and SaaS (Software as a Service)
- A top performer in generating and acquiring Sales Qualified Leads (SQLs) in 2022 and Q1 2023, exceeding sales quotas for 13 months
- Trained Sales Development Representative new hires in creating sales presentations, assisting Account Executives, and providing supporting documentation for various types of school levels as a Subject Matter Expert
- Aligned with multiple Account Executives to train in new sales strategies and prepare product demonstrations

Full Life Direct | *Marketing Manager, Miami, FL* *Oct 2020 – August 2021*

- Created company marketing program from scratch with continuous increased company sales growth of 10-15% monthly through channel expansion and campaign optimization for dietary supplements
- Expanded wholesale operations by 20%, reaching out to dietary supplement and health and wellness shops specializing in Kosher Supplements throughout the Northeast
- Researched trending email market strategies to increase monthly subscriber engagement by 10% monthly
- Designed print ads for use in New York City, increasing brand awareness and customer acquisition by 10%

NBC Golf Channel | *Client Care Specialist, Orlando, FL* *January 2018-July 2020*

- Recognized as a top 5 sales performer from October 2019 to July 2020, exceeding sales goals consistently by 15%
- Trained new hires of Client Care Specialists monthly on sales strategies and streamlining interactions with clients, shortening handle time by an average of 20%

EDUCATION

University of Central Florida *Orlando, FL (May 2020)*
BSBA with a concentration in Integrated Business

TRAINING & AWARDS

Sales Development: Medical Sales 101 Graduate, CRUSH Selling Certification, SlayEQ-Emotional Intelligence, Salesforce Associate Certified

Accomplishments:

- Earned the "David Bar Ilan Award for Outstanding Campus Activism" as President of 'Knights for Israel'
- Runner up in the Corporate Strategic Analysis Competition in Fall 2019
- Top 5 Performer (NBC Golf Channel)
- Top Performer (Vivi)
- Highest increase in pipeline sales (Birdeye)