

Michael Reich

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- Objective** Self-motivated Business Development Representative with experience in driving new sales opportunities and closing new business through cold calling, lead generation, and lead qualification. 1 year of sales experience in B2B sales and sales development. Presently seeking to continue to build upon my sales career.
- Education** University of South Carolina Upstate, Spartanburg, SC
Bachelor of Science in Political Science with a cognate in Business Administration
Date of Graduation: May 2021
Cumulative GPA: 3.0
- Consistent Dean's List Honors from 2018-Present
- Relevant Coursework** American Political Thought; American Political Parties; Constitutional Law; International Relations; Comparative Politics; US Racial and Ethnic Politics; Algorithmic Design; Business Management; Management of Human Resources; Marketing; Finance; and Accounting
- Related Professional Experience** Republican National Convention and Trump Presidential Campaign, *Intern* May 2020-Nov. 2020
- Acquired skills in successful remote work to assist in campaign operations in Colorado for three rotating campaigns
 - Researched information on local candidates to better market their platforms and answer constituents' questions
 - Further honed communication & technical skills and overall professionalism through cold-calling
 - Managed mass newsletter mailouts for upcoming events and appearances
- Nolan Transportation Group, *Business Development Representative* June 2021-August 2021
- Maintained a pipeline of prospects to drive new business growth
 - 100 outbound cold calls per day with 45 touches
 - 71% to quota with 5 out of 7 truckloads booked within my first month
 - 90% to quota with 9 out 10 truckloads booked within my second month
 - Established relationships with new and existing customers within the business cycle
 - Compiled weekly sales recaps of prospecting pipeline and consulted with manager
 - Collaborated with internal team members in a team-oriented environment
 - Tracked engagement within the marketplace through FreightHawk
- JumpCrew, *Business Development Representative* September 2021-June 2022
- Worked on multiple accounts including Velocity Global and IntelyCare
 - Average 50-60 outbound cold calls per day, 10-15 emails per day
 - Hit quota month over month, set 10-20 appointments per month

- Worked on IntelyCare as an AE/BDR directly closing new business with prospects
- Responsible for lead generation and qualification
- Identify and contact decision makers as well as facilitate sales pitches
- Utilize networking such as LinkedIn outreach
- Utilize CRM systems such as Salesforce and Outreach to manage sales pipelines

Seamless.AI, *Business Development Representative* July 2022-present

- Average 300-400 outbound cold calls per day, 5-10 emails per day
- Within first month hit quota, 7 out of 5 meets held
- On pace to hit quota for second month
- LinkedIn outreach

Additional Experience	Cutco	<i>Sales Associate</i>	Apr. 2020-July 2020
	-Recognized for outstanding sales performance among new hires		
	University of South Carolina	<i>Operations & Special Events</i>	May 2019-Mar. 2020 -Served as the primary person for technical and logistical support for campus and external stakeholders
Student Engagement	Men's Intramural Basketball, 2019-2020		
	Men's Intramural Softball, 2018-2020		
	Turning Point USA, 2019-2021		
Skills	<ul style="list-style-type: none"> -Effective working on teams as well as autonomously with little direction or supervision -Comfortable and poised presenting in front of large audiences -Strong skills in MS Office, including Word, PowerPoint, Outlook, and Excel -Experience working with CRMs such as Salesforce and Outreach 		