

# SYRE GEMINIANO

## SALES & BUSINESS DEVELOPMENT REPRESENTATIVE

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Confidently driven sales representative with 6 years of sales experience. A self motivated individual with experience in various industries and sales processes. Exposed from end-to-end of sales processes doing lead generation, appointment setting, and sales closing. Knowledgeable in different tools and platforms to help reach targets and KPIs. Has a keen sense of leadership and knows how to communicate effectively.

### AREA OF EXPERTISE

Sales and Business Development	Cold Calling	Prospecting	Sales Closing
Appointment Setting	Lead Generation	Engaging	Database Management
Hubspot	Salesforce	GoHighLevel	Podio
Pipedrive	Apollo	Mailchimp	Lemlist
Sales Navigator	Dialpad	RingCentral	Aircall
Alloware	Google Suite	Microsoft 365	Basecamp

### INDUSTRIES

B2B & B2C	SaaS	Real Estate	Retail	IT
North America, UAE, & the Philippines	Digital Marketing	Insurance	Coaches & Consultants	Staffing

### PROFESSIONAL EXPERIENCE

#### Sales Representative, Lawn Doctor

Feb 2025 - May 2025

- Responsible of doing outbound outreach to slightly warm leads.
- In-charge of accepting inbound calls and inquiries.
- Successfully performed upselling methods to customers.
- Processed payments and quotations for customers and prospects.
- Used different channels to gain sales such as; calls, text, and emails.
- Went through a detailed industry training focusing on lawns and its market.

#### Sales Development Representative, Connecteam

Aug 2024 - Feb 2025

- Initiated contact to new and old leads who are in the free trial program and provide technical support regarding the platform through calls, text, and email.
- Qualified leads by evaluating their suitability for sales engagement.
- Took necessary notes from the calls for the Account Executive's reference to have a more informed conversation with the leads for a higher chance of closing sale.
- Followed the game plan structured by the Head of Sales for consistency.
- Maintained a high show rate of appointments during tenure in the company.
- Understood and communicate the company's product value.
- Managed and organized customer data and activities in the CRM.

#### Business Development Representative, RareCircles & CommerceSquad

January 2024 - July 2024

- Designed an effective sales process with the Founder targeting retail industry in the North America.
- Utilized Apollo and Hubspot for lead generation and organizing lead and customer data.
- Generated email campaigns through Lemlist targeting different industries inside retail such as Sports, Apparel, Cannabis, etc.
- Performed initial contact to leads through cold calling, email, and LinkedIn outreach.
- Recruited several employees that fulfilled the company's needs in Social Media Management, Copywriting, and Web Development.
- Understood and communicate the company's product value.

## PROFESSIONAL EXPERIENCE

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### **Part-time Appointment Setter, Burns International Inc.**

**July 2024 - Dec 2024**

- Performed outbound calls to new and old leads to identify current coaching business needs.
- Maintained a minimum of 15 min to maximum 30 min conversation with leads to make sure rapport was established and understood their needs.
- Religiously took detailed notes of the conversation and for the Sales Closer.
- Managed and organized customer data manually in Google Sheet.

### **Business Development Representative, Haulla Waste**

**June 2021 - Nov 2021 | July 2023 - Jan 2024**

- Performed end-to-end sales, from lead generation to sales closing.
- Conducted 70-100 cold calls a day targeting SMEs in Texas and Chicago
- Manually mined leads through google maps using features such as street view to gather necessary data such as the brand, size, and type of dumpster a business is using.
- Gathered other important information through deep research.
- Performed sales closing and contract closing remotely or through phone.
- Achieved high number of client acquisitions during my tenure.

### **Sales Manager, Savvy Sales Strategy**

**June 2022 - April 2023**

- Developed and implemented a detailed sales and marketing processes for the company.
- Responsible of creating necessary SOPs and organized training materials for employees.
- Conducted the front-end sales process by lead generating, lead qualifying, and appointment setting.
- Organized and maintained customer data in CRMs such as GoHighLevel and Flowchat.
- Initiated reach outs in social media such as Facebook, Instagram, & LinkedIn. Created groups and channels to communicate and attracts prospects which are coaches and consultants.
- Performed cold calling to directly reach leads and introduce the company.
- Closed various deals and handled client relations.
- Tasked to recruit and build a Sales Team.
- Managed and trained a group of Sales Persons with different background and nationalities.

### **Associate Software Engineer, Accenture PH**

**Aug 2021 - April 2022**

- Responsible of receiving inbound calls from Business Subscribers and future subscribers of Microsoft 365 for Business all over the world.
- Performed product demos and helped customers choose the best plan for their business needs.
- Conducted technical support to clients such as email migration, domain configuration, Microsoft 365 setup, and troubleshooting.
- Received consistent high reviews from customers and clients for my support and service.

### **Sales and Marketing Representative, Nvance Leap Marketing Company**

**Sept 2018 - Aug 2020**

- Responsible for reaching out to prospects using different channels such as calls, texts, emails, and social media.
- Manage entire lead and customer database using Microsoft Excel.
- Acquired customer data by doing deep research using the internet.
- Conducted sales pitch at business sites of the leads such as restaurants, retail shops, event companies, etc.
- Closed various of deals including a US Nursing Company.
- Performed social media management for various clients in the UAE. This includes graphic designing, video editing, copywriting, voice overs, and social media calendars.

## EDUCATION

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### **Bachelor of Science in Electrical Engineering**

**June 2015 - July 2020**

Southern Luzon State University

- President: SLSU Institute of Integrated Electrical Engineers of the Philippines Inc. - Student Chapter
- Assistant Choirmaster: SLSU Chorale