

50–100+ daily calls & emails	241 AE-stage opportunities in 2026	500+ qualified opportunities & meetings	200+ progressed to paid customers/leads
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PROFILE

Results-driven B2B Sales & Business Development professional with 5+ years of experience across sales development, business development, partnerships and client-facing roles. Proven high-volume prospecting and lead qualification experience, with 50–100+ daily calls/emails in my current SDR role and 100+ daily outreach activities previously. Experienced engaging founders, CEOs, CFOs, COOs and other decision-makers across international markets. Strong in consultative discovery, objection handling, structured follow-up, CRM discipline and progressing qualified opportunities to AE/consultant stage.

PROFESSIONAL EXPERIENCE

- OSOME** — Sales Development Representative *Jul 2024 – Present*
- Own lead qualification across four markets — UK, UAE, Singapore and Hong Kong — selling accounting, incorporation and corporate services to founders, startups, CEOs and established businesses.
 - Execute approximately 50–100+ calls and emails daily, responding to new inbound opportunities within a five-minute SLA and maintaining structured follow-up across assigned leads.
 - Qualified 241 leads into AE-stage opportunities in 2026; 200+ progressed to paid customers/leads; 500+ qualified opportunities and meetings generated/managed across tenure.
 - Regularly qualify 10–20 leads daily for AE/consultant progression, assessing business model, revenue, market, service requirements, urgency and purchase intent before proposal stage.
 - Qualified high-value businesses generating \$500K–\$1M+ annual revenue, including opportunities purchasing accounting packages valued at \$25K+ over multi-year engagements.
 - Conduct consultative discovery, handle objections and identify commercial needs through phone, email, WhatsApp and Google Meet; provide AEs/consultants with detailed qualification context.
 - Tools: HubSpot, Aircall, Slack, Gmail, Google Meet, Gemini, ChatGPT, Guru.
- CLEARLIGHT INSIGHTS** — Client Services Associate *Jul 2022 – Jun 2024*
- Generated and qualified B2B opportunities for an international market research service across the US, UK, Canada, Mexico and other markets.
 - Prospected CEOs, COOs, HR professionals and research stakeholders through account research, LinkedIn, email and phone outreach.
 - Executed 100+ daily outreach activities and worked toward a target of at least 5 qualified meetings per month.
 - Built personalised email sequences, follow-up messaging and outreach scripts from scratch, adapting messaging to different prospects and industries.
 - Conducted discovery to understand research objectives, geography, target audience, methodology and deliverables before transferring qualified opportunities to AEs/consultants.
 - Maintained structured follow-up every two days and remained in regular contact with sourced leads through project progression.
 - Tools: Zendesk, LinkedIn, Salesforce, LinkedIn Sales Navigator and digital research/communication tools.

PROFESSIONAL EXPERIENCE — CONTINUED

- TASKRABBIT** — Task Logistics Representative *Apr 2021 – Jun 2022*
- Combined customer-facing operations with an early business development and partnership prospecting function within a technology platform.
 - Researched furniture companies across the UK to identify potential partners as TaskRabbit explored opportunities beyond its existing IKEA partnership.
 - Identified decision-makers including COOs, CFOs, Marketing Managers and Partnerships Managers through LinkedIn, email research and account research.
 - Conducted direct email and phone outreach, introducing potential partners to TaskRabbit and exploring partnership opportunities.
 - Created personalised prospecting and follow-up sequences and maintained consistent contact with target accounts.
 - Contributed to the early development of the partnership prospecting function before it became more formally established.
 - Tools: Zendesk, LinkedIn, email and prospect research tools.

SALES IMPACT & CORE COMPETENCIES

SALES DEVELOPMENT	Lead generation · Lead qualification · Inbound & outbound sales · Prospecting · Pipeline management
OUTBOUND PROSPECTING	Cold calling · Email & LinkedIn outreach · High-volume outreach · Personalised sequences · Follow-up
CONSULTATIVE SELLING	Discovery calls · Needs analysis · Objection handling · Solution positioning · Sales presentations
BUSINESS DEVELOPMENT	New business · Partnership development · Decision-maker engagement · Account research
CRM & SALES EXECUTION	CRM management · Structured follow-up · Lead nurturing · AE/consultant handoff · Opportunity qualification
INTERNATIONAL MARKETS	UK · UAE · Singapore · Hong Kong · US · Canada · Mexico · Global client base

TOOLS

CRM & Sales: HubSpot · Salesforce · Zendesk · Aircall Communication: Slack · Gmail · Google Meet · LinkedIn · LinkedIn Sales Navigator AI & Knowledge: ChatGPT · Gemini · Guru
Productivity: Google workspace

KEY STRENGTHS

- **Commercial Qualification:** Strong judgement in separating high-potential opportunities from low-intent enquiries and preparing AEs with relevant business context.
- **High-Volume Execution:** Comfortable managing 50–100+ daily calls/emails while maintaining personalised prospect interactions.
- **Structured Outreach:** Experienced building prospecting sequences, documenting activity and maintaining disciplined follow-up across active opportunities.
- **Communication:** Builds natural, conversational relationships while gathering the information required to qualify an opportunity effectively.

EDUCATION

COLLEGIUM CIVITAS — Journalism and New Media · Diploma of Higher Education 2020 – 2023 · Warsaw, Poland · GPA: 4.5/5.0