

ADRIANA BELJO

BUSINESS DEVELOPMENT SALES REPRESENTATIVE

CONTACT



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197 Courtland Street, The Blue Mountains

SKILLS

Sales and Project Management

Forecasting Trends

Cold Calling and Relationship Building

Prospecting and CRM

EDUCATION

Real Estate Salesperson Program

Humber

2024-Present

- Currently enrolled and working toward earning Real Estate licence

Bachelor of Commerce

Ryerson University

2017-2020

- GoogleAds Certified, Facebook Ads Certified
- Academic Program for Entrepreneurship (APE) Bootcamp at the Strasczeg Centre, Munich University of Applied Sciences (March 2020)

Certification in Digital Marketing

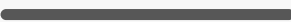
New School - Parsons NY

2020

- Marketing Campaigns
- Social Media Content Planning and Creation - Facebook, Instagram, Google Ads

LANGUAGES

Croatian 

English 

PROFILE

Dynamic marketing and sales professional with 5 years of experience in outbound sales and marketing, specializing in building client relationships, driving revenue growth, and exceeding targets. Skilled in persuasive communication, strategic planning, and delivering tailored solutions to meet client needs. Currently pursuing a **real estate license** to merge a passion for the industry with professional expertise. Eager to leverage a strong sales background and customer-focused approach in the real estate sector, bringing a keen eye for market trends and a dedication to delivering exceptional service.

WORK EXPERIENCE

Business Development Representative

Clio

November 2023 - Present

- Promoted from Sales Development Representative to Business Development Representative
- Participated in outbound call and email campaigns
- Earned top of sales each month and generated great sales pipeline
- Collaborated with Account Executives on deals
- Developed outreach strategies for team
- Presented weekly team metrics and quarterly plans

Sales Development Representative

Fiix - Rockwell Automation

November 2022 - 2023

- Established customer relationships and strategically qualified leads
- Participated in, both, inbound and outbound call and email campaigns
- Earned top of funnel activity each month
- Generated great sales pipeline and excelled in identifying prospect pains
- Collaborated with Account Executives on deals
- Prioritized outreach and planned strategies
- Established meaningful relationships with teammates, AEs, and superiors
- Offers insights and perspectives surrounding team efficiency

Marketing Lead and Assistant Project Manager

I.T Mission Global Services

September 2019 - Present

- Digital Marketing and Rebranding Development
- Project Management and Lead Generation
- Manages a team of I.T. technicians to align marketing message with project scopes
- Interacts daily with high-value customers and fosters these relationships through deep knowledge of client needs
- Builds and manages the company's social media profiles and presence

Allocation Analyst

TJX - Homesense, Winners, Marshalls

2021 - 2022

- Maximized profitable sales through creating optimal product mix with analysis and allocation. Developed shipping strategies that enable allocating product equitably.
- Analyzed and presented Homesense department-specific sales trends and inventory optimization. Then interpreted inventory levels to achieve sales plans
- Recommended and executed business opportunities, forecasted future months, and researched market trends