

# Jarrett Reeves

(707) 685 - 0024 

me@jarretts.tech 

Columbus, OH 

[linkedin.com/in/jarrettreeves/](https://www.linkedin.com/in/jarrettreeves/) 

## Education

May 2025

Ohio State University, Columbus OH

Major: Bachelor of Computer Information Science  
GPA: 3.4

## Experience

SDR  
August 2025 - Present

### NoFraud, Remote

- Drive outbound pipeline and accelerate revenue for NoFraud's real-time eCommerce fraud-prevention platform by identifying and engaging mid-market prospects.
- Conduct high-volume cold calling and personalized email outreach using an auto-dialer and sales engagement tools to generate qualified leads.
- Use CRM software (Salesforce) to document activities, manage prospect communication, and track pipeline metrics, ensuring accurate and up-to-date data.
- Schedule and coordinate product demos and discovery calls for Account Executives, consistently exceeding weekly meeting quotas.
- Collaborate with marketing and product teams to tailor outreach messaging to merchants' pain points and provide feedback on customer requirements.

Sales Development  
Program Participant  
April 2025 - June 2025

### Gritty, Remote

- Selected among 20 participants from over 250 applicants for a rigorous professional selling program focused on B2B SaaS sales.
- Completed 21+ hours of live training covering prospecting, cold-call techniques, sequence optimization, A/B testing, objection handling, and overcoming rejection.
- Demonstrated product knowledge in sales role plays with peers and industry experts while receiving continuous coaching.
- Developed skills in pipeline management, CRM documentation, and prospecting using modern sales technology.

SDR  
May 2021 - July 2021

### DCM Inc, Remote

- Operated an auto-dialer to execute high-volume outbound cold calls to targeted prospects across multiple industries.
- Sold multi-thousand-dollar ticket packages, consistently achieving and surpassing revenue and conversion targets.
- Managed and nurtured a sales pipeline from initial outreach to close, ensuring a steady flow of qualified opportunities.
- Utilized consultative selling and needs-based discovery to match client requirements with tailored ticketing solutions.

## Skills & Interests

Cold Calling, Prospecting, Pipeline Management



Salesforce, Tableau, Social Media



Travel, Financial Literacy, Computer Technologies

