

Ivan Ostapenko

Hungry, self-motivated sales professional looking to make an impact.

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PROFESSIONAL EXPERIENCE

Jitterbit, Colorado Springs, CO — *Mid-Market Account Executive*

MAY 2023 - PRESENT

- Q3FY24 Quota Attainment: 100.12%
- Q2FY24 Quota Attainment: 101.43%
- Responsible for new logo acquisition for Jitterbit in the West Region including prospecting, qualification, building a business case, and negotiations.
- Managed relationships and discovered upsell opportunities in 32 customer accounts and their subsidiaries.
- Coached, mentored, and worked closely with 2 SDRs to initiate specialty outbound campaigns and create sales opportunities.

Jitterbit, Santa Barbara, CA — *Sr. Sales Development Representative*

JUN 2022 - APR 2023

- FY'23 Quota Attainment: 103.66% (Top Performer)
- Sales Accepted Opportunities Created: 128 (Top Performer)
- Closed Won Opportunities by SDR - 38 (Top Performer)
- Supported onboarding of 5 new SDRs including sales process training, role plays, industry and product training, etc.
- Supported transition from Outreach to Salesloft by building out Cadences, Templates, Snippets that were used by 50+ reps globally.

Jitterbit, NYC, NY — *Sales Development Representative*

JUN 2021 - MAY 2022

- FY'22 Quota Attainment: - 116.85% (Top Performer)
- Sales Accepted Opportunities Created: 108 (Top Performer)
- Closed Won Opportunities by SDR - 18 (Top Performer)

EDUCATION

Chico State University, Chico, CA — *Event Management*

AUGUST 2018 - DECEMBER 2021

- Coursework specializing in event budgeting and finance, promotion and marketing, customer service, business leadership, accessibility and facility management, and business operations.
- Led a group of 32 students to create a professional development conference that drew an attendance of 500+ students, included 12

SKILLS

Prospecting & Messaging

Persistence & Follow-Up

Coachability

Active Listening

Sales Qualification

Solution Selling

TECHNOLOGIES

Salesforce - CRM

Outreach / Salesloft

ExecVision

Linkedin Sales Navigator

ZoomInfo

Adobe Creative Suite

LANGUAGES

English - native

Ukrainian - native

Russian - native

Spanish - proficiency

REFERENCES

George Gallegos - CEO, Jitterbit

george.gallegos@jitterbit.com

Alan Sabin - Dir. of Sales, Jitterbit

alan.sabin@jitterbit.com

speakers, and was recognized as the biggest event of the year.

ADDITIONAL WORK EXPERIENCE

Mira Action, Santa Barbara, CA — Board Member

MAR 2022 - PRESENT

- Personally delivered ER vehicles and medical supplies to Ukrainian hospitals including procurement, vehicle registration, logistics, etc.
- Created a custom Shopify website to process donations for specialty campaigns.

Associated Students, Chico, CA — Event Coordinator

SEP 2020 - MAY 2021

- Planned and organized student events including workshops, game tournaments, live student performance streaming series
- Created unique media content to promote campus events
- Designed a marketing protocol to streamline student event promotion

Bay Area Skydiving, Byron, CA — Parachute Packer

SEP 2020 - MAY 2021

- Folded parachutes in a timely and meticulous manner according to specifications of a given parachute to ensure safety.
- Inspected canopy, shroud, buckles, and harness straps for damage or wear.
- Ensured that tools and equipment are fit for purpose, calibrated and maintained at all times, reporting any defects to management.

Associated Students, Chico, CA — Delivery Driver, Barista

SEP 2020 - MAY 2021

- Inspected delivery vehicles and ensures the safety and security of the loading and unloading process.
- Reviewing orders before and after delivery to ensure that orders are complete and the charges are correct.
- Abiding by all transportation laws and maintaining a safe driving record.

The Home Depot, Chico, CA — Sales Associate

SEP 2020 - MAY 2021

- Provided friendly, fast, and dependable service to customers by understanding their needs.
- Provided accurate information about Home Depot products to customers to guide them in their purchasing decision.
- Ensured that assigned areas are safe, shop-able, and clean, and that the in-stock condition is maintained.

Clear Auto Spa, Chico, CA — Car Detailer

SEP 2020 - MAY 2021

- Communicated with service staff and external customers in a friendly and professional manner.
- Followed all company safety policies and procedures.
- Inspected quality of work performed to ensure customer satisfaction.

