



Liam Hartman

Business Development

CONTACT

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 United States, San Francisco, CA

EDUCATION

Bachelor of Science in Business Administration

University of California, Graduated:
May 2024

Relevant Coursework:

- Sales & Marketing Strategy
- Consumer Behavior
- Business Communications

Certified Inside Sales Professional (CISP)

March 2024

PROFESSIONAL SUMMARY

Motivated and results-oriented entry-level Business Development Representative with strong communication skills and a passion for sales. Seeking to leverage my customer service and sales experience to support business growth and client acquisition at a fast-growing company.

EXPERIENCE

Business Development Intern

2025 - Now

Marketing Solutions Inc., San Francisco, CA

- Assist in identifying and generating new sales leads through research and networking on platforms like LinkedIn and ZoomInfo.
- Collaborate with senior sales reps to understand client needs and develop outreach strategies.
- Conduct cold calls and emails to introduce products and services to potential clients.
- Maintain accurate CRM records and track interactions with prospects.

Customer Service Representative

2023 - 2025

TechMaster Electronics, San Francisco, CA

- Provided exceptional customer service to existing clients, resolving inquiries and providing product recommendations.
- Assisted in promoting new products and upselling additional services, achieving a 15% increase in sales over the course of a year.
- Supported the sales team in managing customer relationships and improving retention rates.

SKILLS

Lead Generation	    
CRM Management (Salesforce)	    
Cold Calling & Email Campaigns	    
Sales Prospecting	    
Strong Written and Verbal Communication	    
Client Relationship Management	    