

DANIEL VARADI

SENIOR BUSINESS DEVELOPMENT REPRESENTATIVE



CONTACT

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EDUCATION

BACHELOR'S DEGREE,
Business Administration and
Management,
Major: Digital Economy
Kodolanyi Janos University
09.2020 — 01.2023

HIGH SCHOOL DEGREE,
Business Informatics
Noszlopy Gáspár Szakközép Iskola
09.2007 — 06.2011

SKILLS

| Professional

Team leadership and mentoring, coaching
Project management
Teamwork
Problem solving
Relationship building
Data Analysis and Statistical Proficiency
Cold calling, cold emailing,
Working Independently
Detail oriented
Goal achiever
Customer engagement
Customer satisfaction

SUMMARY

Self-motivated and ambitious Senior Business Development Representative driven by aspiring goals with 2+ years of experience B2B SaaS industry in hypergrowth startup environment and 8+ years of experience in frontline customer service, backed with an analytical and data-driven mindset. A great relationship builder who is hungry to learn new skills and improve every day. I am also a great team player:

"Working with Daniel during my time at CoachHub was an absolute pleasure. Daniel came in with one goal: to make an impact from day 1 and democratise coaching in key countries across Eastern Europe. He has and continues to accomplish this with his laser-focused attitude, providing value to his customers and a continuous growth mindset. This is all topped off by Daniel's glowing presence, contributing to and growing our team culture every single day. I would highly recommend Daniel to any sales organisation.."

WORK EXPERIENCE

PRINCIPLE BUSINESS DEVELOPMENT REPRESENTATIVE

CoachHub – The digital coaching platform | 10.2023 — now

- Mastered advanced prospecting and negotiation techniques, including effective cold calling strategies for high-value client engagement and managing key accounts.
- Generated over 4,5 m€ pipeline, surpassed sales targets by 130% in FY 2023, earning membership in the President's Club.
- Played a pivotal role in hiring processes, leading interviews, and provided leadership within the SDR team, supporting onboarding and development.
- Responsible for overall team KPIs in a team of 6 SDRs, including delivering learning sessions and contributing to the development of the SDR Playbook with a focus on reporting and analytics.
- Increased collaboration with marketing, IT, RevOps and enablement teams to enhance internal collaboration and improve efficiency.
- Participated in marketing events (Hungary, Romania), face to face influencing decision makers to encourage deal closing.

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CoachHub – The digital coaching platform | 01.2023 — 10.2023

- Research of contact persons & decision makers in companies.
- Contacting potential customers via email, cold-calls and LinkedIn.
- Acting at eye level with all decision-makers and thus ensure the successful start of a long-term partnership.
- Development of long-term customer relationships through strategic planning and trusting cooperation.
- Build collaborative relationships with Account Executives.

BUSINESS DEVELOPMENT & SALES MANAGER

Trember GmbH, Berlin | 07.2021 — 12.2022

- Defined new sales opportunities and channels via social media, cold calling, and presentations.
- Led negotiations with key accounts such as Deutsche Telekom, Techniker Krankenkasse, and Volkswagen.
- Collaborated with Product and IT teams for outstanding customer experience.

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SKILLS

| Technical

SalesForce
Outreach
Lusha
HubSpot
Mirobot
AirCall
CloudTalk
Clari copilot
Google Workspace
MS 360 package
Adobe Acrobat
Google Workspace

| Languages

English / fluent
German / fluent
Italian / beginner
Hungarian / native

| Certificates

B2 TELC German Language Certificate
C1 Level English Language Certificate
European Computer Driving License

FLIGHT ATTENDANT

easyJet, Berlin | 04.2017 — 07.21

- Responsible for smooth daily operations by utilizing client-centered work ethic and excellent communication and problem-solving skills.
- Working under tight time pressure in a team of 6 International crew members, thus maximizing quality of customer service and customer satisfaction.
- Participating in annual CRM, safety and first aid trainings.
- Recognized by several colleagues for excellent teamwork and customer service skills.

FLIGHT ATTENDANT / CABIN MANAGER

RYANAIR, Rome – Frankfurt – Berlin | 02.2013 — 03.2017

- Responsible for On-Board Sales Operations and Sales Management, public announcements, smooth cabin operations and positive customer experience.
- Led and managed an international team of 3 Junior Cabin Crew and identified capabilities and strengths of staff by using different leadership principals.
- Utilizing trained high-class customer service and problem-solving skills.
- Best seller of the year in 2016 in Berlin Base.

PROFESSIONAL ACHIEVEMENTS

Member of CoachHub President's Club 2023

Acknowledgement as one of Top 3 Business Development Representatives globally

Best BDR and Account Executive collaboration of Q3

2023 - CoachHub – The digital coaching platform

SCIENTIFIC AWARDS & PUBLICATIONS

Kodolányi János University, 1st place on research competition, 2023 [\(LINK\)](#)

I have developed and AI algorithm which is capable to measure EU homogeneity based on time-serious data.

IKSAD Institute, Ankara, 6th International Congress on Scientific Research, 2023 [\(LINK\)](#)

Simulator development for yield estimation based on weather-data.

IKSAD Institute, Istanbul, 5th International Halich Congress on Multidisciplinary Scientific Research, 2023 [\(LINK\)](#)

How can the overlearning-risk be detected and handled in model- and case-level based on the DIF(e)SA (direct-inverse-function-symmetry-approach)?

IKSAD Institute, Kaiseri, 3rd International Anatolian Scientific Research Congress, 2022 [\(LINK\)](#)

Non-Causal modeling and forecasting.