

JUAN LIMBURG

SALES DEVELOPMENT REPRESENTATIVE



CONTACT

+31642120834

Info@juanlimburg.com

Absrechtstraat 13

www.juanlimburg.com

SKILLS

- Cross-functional collaboration (Sales & Support)
- Customer Communication (B2B & B2C)
- Effective Communication
- Problem solving
- Teamwork
- HTML

LANGUAGES

- Dutch (Native language)
- English (Fluent)

REFERENCE

Mohammed Elotmani

Team lead/ Team.blue

Phone: 31613137297

Email : mohammed.elotmani@team.blue



PROFILE

Result driven sales professional with a strong background in customer engagement, lead qualification, and relationship building. Experienced in supporting sales teams, handling inbound and outbound customer communication, and identifying growth opportunities. Motivated to build a career in SaaS sales and revenue growth.



WORK EXPERIENCE

Team.blue

2024 - 2026

Sales Support

- Supported our sales team by managing inbound leads, customer enquiries, and pre-sales requests
- Worked closely with internal stakeholders to improve response time and conversion flow
- Assisted with pricing, contract preparation, and customer onboarding handovers
- Qualified prospects and routed opportunities to appropriate account executives
- Maintained accurate CRM records, ensuring clean pipelines and follow-ups

Key Impact:

- Improved lead response efficiency and customer experience across multiple accounts
- Helped our sales team focus on closing by handling early-stage engagement

Samsung Benelux

2023 - 2024

Customer Service Specialist

- Managed high-volume customer interactions across phone, e-mail, and digital channels
- Identified upsell and cross-sell opportunities during customer conversations
- Resolved objections and concerns while maintaining strong brand trust
- Documented customer insights and trends to support sales and product teams

Relevant to SDR:

- Strong objection handling
- clear value articulation
- persuasive communication

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VOLUNTEER WORK

- **Stichting Queer Mind** 2024 - 2025
Chairman
 - Led stakeholder communication, partnerships, and outreach initiatives
 - Negotiated collaborations with external partners and sponsors
 - Presented initiatives to diverse audiences and decision-makers



EDUCATION

- **Amsterdam university of applied science** 2020-2023
 - Aviation operations
- **Mr. Dr. J.C. de Miranda Lyceum** 2015-2019
 - pre-university education (Diploma)