



5 Courses

Groundwork for Success in Sales Development

Foundations for Interviewing with Confidence

Conversational Selling Playbook for SDRs

Boosting Productivity through the Tech Stack

Practical Guide to Navigating Professional Relationships



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Fuat Dursun

has successfully completed the online Professional Certificate

Salesforce Sales Development Representative

Through this professional certificate program, learners acquired the foundations necessary to become a successful Sales Development Representative (SDR). By completing the program, the learner is ready to join the front lines of businesses, connecting with customers, and offering the right solutions. The skills learned through this course can be applied to adeptly nurture and convert inbound and outbound leads into opportunities. Equipped with the SV Academy Conversational Selling methodology, the learner is ready to apply the principles with proficiency and use the latest tech tools of the SDR workflow. The program also hones communication skills, builds cultural competency, and prepares participants to seamlessly navigate a professional environment.

This certificate attests to the learner's completion of an online program delivered via Coursera. It does not constitute formal enrollment at any university or entity and does not itself grant academic credit, grades, or a degree. Institutions or organizations may, at their discretion, recognize this learning toward their own programs or credentials.

Rahim Fazal, Co-Founder and CEO, SV Academy; Joel Scott, Co-Founder and COO, SV Academy; NaOmi Furukawa, Program Manager, SV Academy; Jarek Coles, Advisor, SV Academy; Eric Bryan, Director of Industry Partnerships, SV Academy; Noorin Fazal, Head of Curriculum and Partnerships, SV Academy

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