



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

**SV**Academy



Jan 17, 2023

**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.

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