

Joshua Vanecko

BDR Team Lead

joshvanecko@gmail.com • 6147416873 • Columbus, OH • <https://joshvanecko.com/>

Results-oriented professional with success and focus in sales and client relationship management. Committed to ongoing skill development and exceeding expectations in any environment.

EDUCATION

Bachelor of Arts - Communications

The Ohio State University

Minored in Film Studies - Graduated December 2022

08/2019 – 12/2022

Columbus, Ohio

PROFESSIONAL EXPERIENCE

BDR Team Lead

CharityEngine

05/2026 – Present

Account Executive

Command Alkon

10/2025 – 05/2026

- Manage 1,000+ customer accounts across the U.S., Canada, and Brazil with a 98% monthly retention rate.
- 1M+ Quota with ARR & NRR with 110%+ Attainment.
- Conduct outreach to 100+ prospects daily while managing existing clients through consultative selling.
- Renew 99% of existing customer - \$2M+ Quarterly.
- Lead tailored product demos to address specific client needs and pain points.
- Handle full sales cycle: quoting, closing, and pipeline management to ensure satisfaction and repeat business.
- Improved outreach engagement rates by 60% through tested strategies.
- Drive 50+ new qualified opportunities monthly through proactive outreach.

Sales Development Representative

Command Alkon

04/2024 – 10/2025

- Exceed monthly sales quotas by up to 375%, generating above average revenue per month.
- Train new hires, resulting in team centered success.
- Completed 50+ hours of leadership and product training to further expertise.
- Won Rookie SDR of the Year 2024.

Account Executive

Nexstar Media Group, Inc.

07/2023 – 02/2024

Myrtle Beach, SC

- Prospect 20+ new relationships daily, leading to a 60% increase in lead engagement and 40% increase in client retention over time.
- Deliver station solutions, including sponsorships and digital offerings, along with Nexstar digital solutions to portfolio of over 35 clients monthly.
- Surpass revenue goals by 30% through a quality-focused approach to client relationships.
- Create and manage TV schedules, sponsorship strategies and creative advertisements.

Producer

Don't Tell Comedy

11/2023 – 03/2026

Myrtle Beach, SC

- Source 10+ venues monthly, plan and execute comedy events. 70% conversion rate.
- Innovate promotional strategies for audience satisfaction by 25%.
- Manage budgets, expenses, and show logistics. Minimize costs by 15%.

Sales Director

Infiniti of Columbus

03/2021 – 05/2023

Dublin, OH

- Enhanced product expertise daily for 100% effective presentations. Increasing vehicle sales by 50%.
- Fostered 30+ organic outsourcing through relationship-building.
- Exceeded sales goals by 50%, optimizing skill sets.

- Award of Excellence - 100% customer satisfaction and met sales quota.

Human Resources Coordinator

08/2017 – 03/2021

Chick-fil-A

Columbus, OH

- Empowered and motivated teams of 40+ for enhanced customer satisfaction by 20%, loyalty, and growth.
- Fostered positive employee relations increasing satisfaction by 80% through effective communication, training, and task delegation.
- Supervised and led employees of 100+ to ensure high productivity.
- Strategic staff placement maintaining a positive workplace environment.

SKILLS

Cold Calling, Identifying SQLs, Technology (Microsoft, CRM, ZoomInfo, Salesforce, Hubspot, Gong, ect...), Sales Process, Leadership, Advertising Sales, Quota Attainment, Client Relationship Management, Negotiation, Closing Techniques, Persuasion, B2B Sales, Outbound & Inbound, Lead Generation, Prospecting, Adaptability, Organization Skills, Presentation Skills

LANGUAGES

English, Portuguese, Spanish

ORGANIZATIONS

The Rock

Conway, SC

Volunteer

- Volunteer with Kids Ministry, ensuring a safe and engaging environment for children.
- Organize and participate in various church events, including young adult gatherings, contributing to community building.