

PRESTON ANDERSEN

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Authorized to work in Slovakia (Slovak residence permit) | Native English speaker

PROFESSIONAL SUMMARY

Sales-driven professional who built a service business from zero to **150+ completed jobs in six months** through cold outreach, direct prospecting, and referral generation — owning the full cycle solo. HubSpot Inbound Sales and Sales Hub certified, with team leadership experience and a client roster retained at zero churn. Seeking an SDR/BDR role where prospecting volume, fast rapport-building, and disciplined follow-up drive pipeline.

EXPERIENCE

English Language Instructor

Sep 2025 – Present

Leitus — Bratislava, Slovakia

- Manage a recurring roster of **15 clients** end to end — scheduling, retention, progress reporting, and direct parent communication.
- Run consultative needs discovery every session: diagnose gaps, adapt approach in real time, and tailor delivery to each client's level, goals, and pace.
- **Have not lost a single client since starting** — every account retained through proactive follow-up and individualized service.

Founder & Owner

Aug 2024 – Feb 2025

Gloss and Go Detailing — USA

- Grew a client base from zero to **150+ completed jobs in six months** via cold outreach, door-to-door prospecting, and a referral engine built on repeat customers.
- Owned the entire sales cycle solo: lead generation, discovery, pitching, price negotiation, closing, and post-sale follow-up.

Supervisor & Trainer

Oct 2023 – Aug 2025

Chick-fil-A — Fayetteville, GA, USA

- Led and trained shift teams of **15–20** in a high-volume environment, holding performance standards under constant time pressure.
- Resolved escalated customer complaints in real time, defusing conflict quickly while preserving the customer relationship.

Head Sports Referee

Jul 2021 – Jul 2022

Frisco Family YMCA — Frisco, TX, USA

- Promoted to Head Referee; made fast, high-stakes calls and mediated conflict between competing parties in a public-facing role.

CERTIFICATIONS

- **Inbound Sales Certified** — HubSpot Academy, Aug 2026 (valid through Sep 2028)
- **HubSpot Sales Hub Software Certified** — HubSpot Academy, Aug 2026 (valid through Sep 2027)

SKILLS

Sales & Prospecting: Cold outreach, lead generation, needs discovery, objection handling, closing, pipeline management, referral generation, CRM hygiene

Tools: HubSpot CRM & Sales Hub, Microsoft 365 (Excel, Word, PowerPoint, Outlook, Teams), Google Workspace, AI tools (Claude, ChatGPT) for prospect research and outreach drafting

Leadership & Training: Team management (15–20), onboarding and coaching, performance standards, conflict resolution

EDUCATION

Bachelor of Business Administration (BBA) — City University of Seattle, Bratislava | Expected June 2029