

SIMILOLUWA “SIMI” GABRIEL

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PROFESSIONAL SUMMARY

Early-career business operations professional with experience in enterprise technology, financial-services process improvement, and high-volume operational environments. Skilled in Salesforce reporting, CRM data management, stakeholder coordination, workflow improvement, and account prioritization. Brings measurable results across a 311-account enterprise portfolio, \$3.8M in qualified pipeline and \$350,000+ in revenue.

PROFESSIONAL EXPERIENCE

Hewlett Packard Enterprise (HPE), Houston, TX | *Digital Sales Representative* November 2025 – June 2026

- Managed a 311-account enterprise portfolio across Kentucky, Tennessee, and Ohio, using LinkedIn, ZoomInfo, OneMob, Seismic, phone, and email outreach to identify and advance net-new opportunities, contributing to more than \$350,000 in revenue.
- Developed partner relationships to support co-sell opportunities across HPE’s portfolio, coordinating Channel, Storage, and Marketing resources and hosting customer-facing events to advance account engagement and support \$5,000,000 in pipeline.
- Engaged 125+ business and technical decision-makers weekly through a coordinated phone, email, and LinkedIn outreach cadence, qualifying opportunities and maintaining documented next steps in Salesforce across a 311-account portfolio.

Hewlett Packard Enterprise (HPE), Houston, TX | *Sales Development Representative* February 2025 - November 2025

- Generated \$3.8M in qualified pipeline by conducting 250+ weekly outbound calls and emails, researching enterprise accounts, engaging business and technical decision-makers, and documenting buying needs for account teams.
- Consistently met and exceeded a 12-meeting monthly quota, reaching 160% attainment at peak performance.
- Maintained Salesforce CRM data, outreach cadences, pipeline stages, and follow-up schedules to provide Account Executives with reliable prospect visibility and support timely discovery-meeting handoffs.
- Organized multichannel outreach using Salesforce cadences, reports, and calendar planning to sustain consistent daily activity.

PNC Financial Services, Pittsburgh, PA | *Operational Excellence Intern* June 2023 - August 2024

- Analyzed Home Equity Lending error-check workflows to identify process-improvement opportunities supporting greater consistency, accuracy, and operational efficiency.
- Led a five-person capstone team that gathered onboarding feedback from eight hiring managers and 15 new hires, identified process pain points, and recommended a training handbook and streamlined onboarding workflow for Retail Lending.

Amazon, El Paso, TX | *Area Manager Intern* May 2022 - July 2022

- Managed a team of 40+ associates to ensure efficiency and quality output in a fast-paced, high-pressure environment.
- Drove a 30% improvement in associate productivity by designing and executing a survey-based feedback initiative in collaboration with operations and area managers, translating data insights into actionable follow-up strategies.

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Stephen Stagner Sales Excellence Institute | *Student Sales Professional* January 2024 - December 2024

- Exceeded quota by raising \$4,700 and securing eight player registrations for the PES Open through targeted cold calling, email outreach, and in-person client engagement.
- Utilized Salesforce CRM to manage client relationships and track outreach cadences, contributing to a 20% increase in lead conversion through consistent follow-up and pipeline management.

Hewlett Packard Enterprise (HPE), Spring, TX | *Membership Chair, Early Career Network (ECN)* November 2025 – June 2026

- Organized and facilitated a mentorship and onboarding event connecting early-career employees with experienced professionals to support employee ramp-up and professional development.
- Coordinated event logistics and vendor communication as part of a cross-functional planning team for HPE’s ECN Chili Cook-Off, supporting 300+ attendees.

EDUCATION

C. T. Bauer College of Business, University of Houston, Houston, Texas

Bachelor of Business Administration in Marketing

The Stephen Stagner Sales Excellence Institute Certificate in Professional Selling

SKILLS

Strategic Planning, Relationship Building, Cold Calling, Data Analysis, Problem-Solving, Collaboration, High-Volume Outbound Prospecting, Objection Handling, Business Operations, Project Coordination, Salesforce CRM, Data Management, Workflow Analysis, Account Prioritization, Cross-Functional Collaboration, Stakeholder Management, Customer Operations, Partner Coordination, Client Presentations, Microsoft Excel