

JOSHUA ANDERSON

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SUMMARY

Division I national champion rower and European professional cyclist moving into tech sales. Seeking a Sales Development Representative (SDR) or Business Development Representative (BDR) role, with the goal of growing into an Account Executive. Brings over a year of outbound cold calling and prospecting, HubSpot sales certifications, and the coachability, competitive drive and resilience of an elite athlete. Bay Area based; available immediately.

SALES EXPERIENCE

Fundraiser (Outbound Cold Calling)

Sept 2020 – Oct 2021

University of California, Berkeley · Berkeley, CA

- Prospected by phone, cold-calling prospective donors to raise money for the UC Berkeley endowment; handled daily rejection with persistence.
- Held the role for over a year alongside 20+ hours a week of varsity training and a full course load.

ELITE ATHLETICS

Professional Cyclist, UCI Continental

Jan 2025 – Present

Atom 6 Bikes – Cycleur de Luxe – Auto Stroo (2026) · X-Speed United (2025) · Belgium

- Race professionally in Europe for two UCI Continental teams, earning multiple top-25 finishes at some of the sport's most prestigious races.
- Stay organized under USADA's anti-doping whereabouts program: update location daily, including every change of plans, for no-notice testing; zero missed tests.
- Promote sponsor products on Facebook, Instagram and Twitter, and represent sponsors in person at races as a brand ambassador.

Professional and Amateur Cyclist

Jan 2024 – Dec 2024

National Cycling League, Denver, CO · Above and Beyond Cancer, Des Moines, IA · Belgium

- Signed a 2024 pro contract with the National Cycling League's Denver franchise; the league lost funding in April and voided 30 professional contracts.
- Rebuilt from scratch: raced as an amateur, moved to Belgium in June 2024 and earned a UCI Continental contract for 2025.

Varsity Rower

Jan 2019 – Jun 2023

University of California, Berkeley · Men's Rowing

- Won the 2023 IRA National Championship (Division I) and the 2021 Windermere Cup; 2x Pac-12 Champion; varsity oarsman 2021–2023.
- Trained 20+ hours a week for 4 years in a national championship program while completing a full course load.

COACHING AND TEACHING

Rowing Coach, Great Bay Rowing, Dover, NH (2021) · Rowing Coach / Camp Counselor, Nike, Berkeley, CA (2019) · After-School Program Leader, 549 Sports, San Diego, CA (2023–2024)

EDUCATION

Bachelor of Arts (B.A.), Political Science · GPA 3.31

2019 – 2023

University of California, Berkeley · earned while training 20+ hours a week

Phillips Exeter Academy

2017 – 2018

Exeter, NH

CERTIFICATIONS

HubSpot Inbound Sales Certification (2026) · HubSpot Sales Software Certification (2026)

SKILLS

CRM: HubSpot · Outbound prospecting · Inbound sales · Cold calling · Verbal and written communication · Social media marketing · Self-starter · Team player · Coachable · Curious, fast learner