J. CHRISTIAN MEARES

BUSINESS DEVELOPMENT | B2B SALES | OUTBOUND PROSPECTING

San Antonio, TX | Open to relocation (Austin / New York City) | jcmeares.com

linkedin.com/in/john-meares-3abba1404

PROFESSIONAL SUMMARY

Business development professional with B2B commercial roofing and B2C residential sales experience, including account research, outbound prospecting, lead qualification and full-cycle closing. Promoted to sales leadership within three months. Seeking a full-time SDR or BDR role in technology, fintech or healthcare sales.

PROFESSIONAL EXPERIENCE

Chesapeake Roofing & Restoration | San Antonio, TX

Project Manager / Sales Team Lead | Mar 2025 - Oct 2026

- Promoted within three months after earning top-performer status and generating 20+ inspections per month.
- Developed commercial and residential opportunities through property research, decision-maker identification and targeted outreach.
- Generated approximately 30 self-sourced inspections monthly without inbound or company-provided leads.
- Closed 4-5 contracts monthly in slower periods and 10-15 in peak season through discovery, negotiation and follow-up.
- Executed 400-500 outbound calls per day using Mojo Dialer or 100-150 door-to-door prospecting visits.
- Managed customer relationships from initial outreach through contract signing and project delivery.
- Recruited, trained and coached five sales representatives on prospecting, qualification and follow-up.

Work Market Network | San Antonio, TX

IT Field Technician (Part-Time) | Aug 2023 - Aug 2024

Installed network cabling and Cisco networking equipment at retail client sites; coordinated with onsite contacts and completed assignments on schedule.

ADDITIONAL EXPERIENCE

Chick-fil-A | Back-of-House Team Member | Jul 2024 - May 2025
Evangel Cathedral Private Events | Event Server (Contract) | Apr 2023 - Aug 2023

EDUCATION & LEADERSHIP

Undergraduate Finance Studies - In progress; Texas Tech University (prior coursework), continuing at community college.
Kappa Sigma Fraternity | Pledge Class President | Fall 2026

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

HubSpot Academy | Inbound Sales Certification | Nov 2026
Salesforce Trailhead | Sales Cloud Fundamentals training (in progress)

CORE SKILLS

B2B sales, account research, lead generation and qualification, cold calling, pipeline management, discovery, consultative selling, objection handling, negotiation, client relationships, Mojo Dialer, coaching, technical aptitude.