

NAME

TITLE
000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

To obtain a challenging and rewarding position as an experienced Sales Representative, utilizing my extensive sales experience and client relationship management skills to increase company revenue and exceed sales targets.

Experience

Senior Sales Representative - Valley Spring Company/ Location

2014-present

- Developed and executed sales strategies for a \$10 million annual sales quota.
- Managed a team of sales representatives and provided coaching and training on sales techniques and customer relationship management.
- Managed the preparation of sales reports to be presented to the sales department.
- Built and maintained strong relationships with clients, resulting in a 25% increase in revenue in the past year.
- Consistently exceeded sales targets, with a track record of achieving 120% of sales quota.

Sales Manager - Valley Spring Corporation/ Location

2010-2014

- Oversaw a sales team of 10 representatives and implemented sales strategies that resulted in a 20% increase in revenue within the first year.
- Developed and maintained relationships with key accounts and managed the sales pipeline to ensure customer satisfaction and revenue growth.
- Top performer in several quarters.
- Conducted market research and analyzed data to identify new business opportunities and develop effective marketing campaigns.
- Provided coaching and training to sales representatives on effective sales techniques and customer relationship management.

Project Experience

- Spearheaded an effort to acquire new providers, increasing the company's product portfolio by 14% in one year.

Education

Bachelor of Business Administration in Marketing - Valley Spring University

May 2010

- GPA: LIST
- AWARD
- AWARD

DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Proven ability to develop and implement successful sales strategies that achieve and exceed sales targets.
- Extensive experience in developing and maintaining strong relationships with clients and stakeholders.
- Excellent communication skills and ability to effectively negotiate and close deals.
- Strong business acumen and ability to analyze market trends and develop effective marketing campaigns.
- Proficiency in Salesforce and other CRM software.

Licenses & Accreditations

Licenses Licenses & Accreditations

- Certified Sales Development Representative (CSDR)
- Certified Professional Sales Person (CPSP)
- Salesforce Certified Administrator