

NAME

TITLE

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

Profile

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Experience

Senior Sales Representative - Company / Location

June 2021 – Ongoing

- Spearheaded and mentored a team of 6 junior sales representatives to achieve the company's sales target throughout the district, improving the company's market growth in the region by 4% in 3 months.
- Established and sustained strong relationships with key accounts and high-profile clients to drive sales and generate further leads through connections networks, increasing overall sales by 2%.
- Supervised junior sales representative sales calls and visits to ensure their sales skills, provide feedback and approach training, and ensure clients' satisfaction and operational standards.
- Prepared the sales report of the team and presented it to the sales department manager.
- Assisted in the implementation of marketing programs, which resulted in significant revenue growth of 5% compared to Q1 and Q2 2021.

Sales Representative - Company / Location

April 2019 – June 2021

- Performed daily visits and sales presentations to current and potential clients to promote the company's products and services in order to drive sales and increase company revenue.
- Researched the company's services and products as well as the advantages of each package to improve my client targeting strategies.
- Stayed in contact with clients for after-sale inquiries and provided quality support to associates and business partners.
- Consistently met the company's sales review expectations and was awarded the top performer on multiple occasions.
- Prepared for meetings to showcase my sales and present them to my seniors for feedback and support.

Project Experience

- Collaborated with co-workers and the human resources department to create a new format for drafting and reporting sales, which improved workflow and efficiency by 30%.

Education

2018

Bachelor's Degree in Business Administration - University of Houston

- GPA: LIST
- AWARD
- AWARD

DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Leadership
- Attention to detail
- Public speaking
- Consistency
- Multitasking

Licenses & Accreditations

Licenses Licenses & Accreditations

- Consistently found on the top 5 list of top achievers in the sales department since 2019
- Certified Professional Sales Person (CPSP)