

# NAME

TITLE

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

## Profile

Seeking an Outside Sales Representative position in a fast-paced environment where I can utilize my sales expertise, customer service skills, and networking abilities to increase company revenue and exceed sales targets.

## Experience

### Outside Sales Representative - Valley Spring Corporation/ Location

2016-present

- Maximized profits by driving new business through successful marketing campaigns while achieving quarterly targets set by the management team.
- Grew customer base by 25% within the first year through strategic initiatives.
- Developed strong relationships with clients resulting in increased repeat business and referrals.
- Consistently exceeded monthly goals with record-breaking performance over three years.
- Use Salesforce CRM to organize consultations, manage leads, and set up follow-up conversations with high-value clients.

### Sales Manager - Valley Spring Company/ Location

2014-2016

- Managed a team of outside sales representatives and provided coaching and training on sales techniques and customer relationship management.
- Developed and implemented successful sales strategies that increased revenue by 25% within the first year.
- Conducted customer surveys to gather feedback and identify areas for improvement
- Conducted market research and analyzed data to identify new business opportunities and develop effective marketing campaigns.
- Worked collaboratively with cross-functional teams to ensure customer satisfaction and retention.

### Project Experience

- Created a sales territory plan that outlined our target customers, goals, and objectives for the area I am responsible for. This involved conducting market research, identifying key accounts, and developing a sales strategy.

## Education

### Bachelor of Science in Marketing - Valley Spring University

May 2012

- Sales Management, Consumer Behavior, Advertising and Promotion, Business Ethics

### DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

## Skills

### Expertise

- Proven ability to develop and implement successful sales strategies that exceed sales targets and generate new business opportunities
- Excellent communication and interpersonal skills, with the ability to effectively negotiate and close deals as a sales negotiator
- Strong networking skills and ability to build and maintain relationships with key clients and stakeholders
- Experience using Salesforce and other CRM software to manage leads and monitor sales activities
- Strong analytical and problem-solving skills, with the ability to analyze market trends and identify opportunities for growth

## Licenses & Accreditations

### Licenses Licenses & Accreditations

- Challenger Selling Skills Certification
- Customer Service and Sales Certified Specialist
- Certified Professional Sales Person (CPSP)