Name Surname

Location | Phone Number | [email@gmail.com](mailto:email@gmail.com)

# Summary

Self-motivated, energetic, confident, out-going Sales Professional with 5 years of documented success building products and executing innovative sales strategies that have consistently delivered record-setting corporate achievements. Proven ability to grow sales by building new relationships from scratch, building on newly made relationships and converting those potential leads to excited repeat customers. Known for a high level of commitment to exceeding customer initiatives, implementing performance improvements, and conquering challenges to drive the business forward.

Core Competencies

|  |  |
| --- | --- |
| * Account Management | * Product Education |
| * Sales Forecasting | * Client Relationship Management |
| * Needs Based Selling | * Lead Generation |
| * Revenue Generation | * Customer Service |

Professional History

Kool Fresh

Sales Representative 2016 – 2021

Led sales and drove the accelerated growth of the company’s core product and services. Coordinated information and defined client expectations with internal teams to ensure service-driven implementation. Prioritized daily activities in targeting key business opportunities to maximize the return on investment. Strategically reviewed industry prospect lists to determine customer needs and volume potential.

* Developed sales strategies for multiple accounts while providing sales, training, and marketing expertise and support to the channel to ensure alignment with key metrics and attainment of targets and objectives.
* Recognized as a team leader by taking ownership of account manager needs for driving account success, educating representatives on selling KPIs and positioning products to increase take-rates by 10-15%.
* Established processes to deliver best-in-class experiences for customers.

**X & Z Inc**

***Customer Service Representative*** 2014 - 2016

Actively contributed to store sales and quality customer service while working in various roles such as loss prevention, delivering excellent customer satisfaction. Balanced additional financial responsibilities that required multitasking in stores that averaged $28,000 in sales per day.

* Exceeded satisfactory results regarding contributions to meet the competitive sales requirements of at least five to eight add-on items per shift.
* Achieved recognition within the branch for providing excellent customer service by going above and beyond.

Education & Certifications

Birmingham College | Associate Degree in Business