

INSIDE SALES REPRESENTATIVE / TELESALES

Goal: To aggressively prospect, maximize sales, provide exemplary customer service and squash the competition

- ◆ **Quota-surpassing sales representative** with a history of exceeding employer expectations across diverse industries. Enjoy talking to people and establishing a long-term, loyal customer base.
- ◆ **Persuasive communicator;** use consultative selling skills to identify opportunities, overcome objections, build relationships and turn cold canvassing into sales.
- ◆ **Tenacious negotiator and closer;** adept in conveying the benefits of products/services and generating customer interest. Quickly learn, master and sell new product offerings.

Sales Skills

- ◆ Account Acquisition & Retention
- ◆ Cold Calling & Telephone Sales
- ◆ Powerful Presentations
- ◆ Business-to-Business & Business-to-Consumer Sales
- ◆ Lead Qualification & Generation
- ◆ Territory Management & Customer Support

Career Progression

ABC COMPANY - Houston, TX - NASDAQ: ABC

1/04 to Present

Inside Sales Representative

Initiate and close sales for a leading supplier of telecommunications solutions. Sell service renewals and expand customer base within the Houston, TX, territory. Build relationships with key decision makers and match customers with the right solutions for their needs.

Sales Results:

- ◆ Served as integral member of team that delivered single-year sales increase of 18%, benchmarking year-end revenues of \$5.25M in 2006.
- ◆ Consistently exceeded 300 cold and follow-up calls weekly, earning recognition as one of the top ten reps (out of 125) based on call volume.
- ◆ Awarded "Rep of the Quarter" (12/06) for sales, service and relationship-building excellence.
- ◆ Nominated by manager for "Sales Rep of the Year" award (winner to be announced 1/08).

DEF COMPANY - Houston, TX - NASDAQ: DEF

1/97 to 12/03

Sales Representative

Solicited business for a major pharmaceutical supplier's ABC Suite of Products. Managed customer accounts, built positive relationships with customers and grew account base within territory.

Sales Results:

- ◆ Achieved \$785K in sales in FY2003, exceeding gross profit objective by 150%.
- ◆ Gained President's Club membership for outstanding sales achievement in 2002.
- ◆ Earned "Channel Performance Award" for total channel sales in 2001.

Education

XYZ UNIVERSITY - Houston, TX - Bachelor of Arts in Communications, 5/95