

Marvin Petersen

Sales Representative

Goal-oriented sales representative with 2+ years of experience. Seeking to boost the exciting and evolving sales culture at XYZ Inc., and eager to contribute to product improvements. Regularly exceeded KPIs by 20% and identified 50+ new leads.

Experience

2016 -	Outside Sales Representative
2017	<i>Best Food 4U Inc.</i>
	<ul style="list-style-type: none">Cultivated relationships with restaurant owners and decision makers in the designated territory. Maintained regular business relations with 50+ clients.Created and maintained a robust sales pipeline. Identified up to 20 new leads quarterly.Analyzed sales/metrics data from the designated territory to help evolve sales strategy.Ensured that merchants receive the highest level of sales and operational customer service. Scored 90% in a quarterly customer satisfaction survey.
	Key Achievement:
	<ul style="list-style-type: none">Exceeded sales targets and activity metrics: KPIs at the level of 170% and 25+ new clients.
2015 -	Inside Sales Representative
2016	<i>Foodline X</i>
	<ul style="list-style-type: none">Presented, promoted and sold products and services using solid arguments to existing and prospective customers.Performed cost-benefit and needs analysis of existing and potential customers to meet their needs.Established, developed and maintained positive business and customer relationships.Reached out to customer leads through cold calling and emailing. 50+ cold calls daily.Coordinated sales effort with team members and other departments.Analyzed the territory and market's potential, tracked sales and status reports. Identified 30+ new leads.Continuously improved through feedback.
	Key Achievements:
	<ul style="list-style-type: none">Exceeded agreed upon sales targets and outcomes by 20% on a regular basis.Expedited the resolution of customer problems and complaints to maximize satisfaction. Scored 95% in customer satisfaction survey.

Education

2008	BA, Psychology, University of California, Los Angeles UCLA
	GPA 3.5
	Relevant coursework:
	<ul style="list-style-type: none">Behavioral psychologyStatisticsSocial psychology

Certificates

NLP Practitioner Certification

Interests

Competitive alpine skiing

World cuisine

Personal Info

Phone

321-456-7878

E-mail

marvin.petersen@gmail.com

LinkedIn

linkedin.com/in/marvinpetersen

Twitter

twitter.com/marv_p

Skills

Interpersonal skills



Communication



Time management



Collaboration



Organization



Negotiation



Product and service knowledge



Sales techniques



BRM/CRM (Salesforce)



MS Office



Languages

Spanish



Advanced