

Tyler Johnson

B2B Sales Executive



📞 (777) 777-7777 ✉ tyler.johnson@email.com 📍 Jackson, MS
🔗 LinkedIn 🔗 Portfolio

Professional Profile

Strategic Sales Executive with a successful 17+ year career conducting B2B outbound sales for various software development and technology companies. Experienced in conducting domestic and international business and securing high-value contracts from prospects and existing clients. Certified PSN with proven skill in driving revenue growth and acquiring new business.

Core Skills

- Market Analysis
- B2B outbound sales
- Revenue Growth
- Sales Pipelines
- Sales Strategy Development
- Certified PSN

Career Summary

Oct 2015 - Present **ShopGo, Jackson, MI**
Sales Executive

Outline

Responsible for securing new commercial clients and driving revenue growth for a fast-growing tech start up based in Mississippi, pitching their cutting-edge e-commerce software to retail companies across the US and Europe.

Key Responsibilities

- Prospect and close new merchant accounts consistently every month
- Upsell and market additional products and services to customers during negotiations
- Coordinate in person meetings, travelling domestically and internationally to meet with and present to existing and prospective clients
- Respond to all sales leads within the required response time and work to close the sale
- Overcome customer objections, issues or concerns to secure the negotiations
- Assess each clients' individual needs and recommend products accordingly
- Accurately forecast clients' transaction volumes to avoid waste and maximise margins
- Maintain a comprehensive understanding of all hardware and software, and effectively communicate this information to prospects, clients and internal parties
- Produce regular progress reports to management and suggest improvements

Key Achievements

- Acquired a three-year contract with a new French retail company worth \$650K per annum through strategic and diligent outbound follow up sales.
- Exceeded company sales metrics in each quarter in 2021 and exceeded the customer contact KPIs by 34%.