

## Outside Sales

Highly motivated Outside Sales professional with 4 years of experience driving revenue growth through targeted sales strategies and exceptional customer service. Proven track record in exceeding sales targets, negotiating and closing high-value contracts, and maintaining high levels of customer satisfaction. Skilled in managing sales pipelines, delivering customized sales presentations, and utilizing CRM software to optimize sales productivity and efficiency.

### WORK EXPERIENCE

#### Outside Sales

03/2022 – Present

##### Peak Performance Solutions

- Developed and implemented a targeted sales strategy that resulted in a 25% increase in new customer acquisition within the first year.
- Negotiated and closed a \$1M contract with a key account, exceeding quarterly sales targets by 50% and securing long-term customer loyalty.
- Maintained a 95% customer satisfaction rate by proactively addressing customer needs and providing timely solutions.

#### Sales Representative

03/2020 – 03/2022

##### SalesForce Solutions

- Managed a sales pipeline of over 200 potential customers, resulting in a 30% increase in sales revenue within the first six months.
- Developed and delivered customized sales presentations and proposals, resulting in a 40% increase in successful sales closures.
- Utilized CRM software to track and report sales activity, resulting in a 20% increase in sales productivity and efficiency.

#### Sales Representative

03/2019 – 03/2020

##### Momentum Sales Co.

- Identified and developed a new market segment, resulting in a 50% increase in sales revenue and a 30% increase in market share.
- Collaborated with cross-functional teams to develop and launch a new product line, resulting in a 25% increase in sales revenue within the first year.
- Attended industry events and trade shows to stay up-to-date on industry trends and competitive landscape, resulting in a 15% increase in market intelligence and strategic insights.