

DANIEL GAINES

Customer Sales Representative

INFO

ADDRESS

1515 Pacific Ave, Los Angeles,
CA 90291, United States

EMAIL

example@email.com

LINKS

[Facebook](#)

[Linkedin](#)

SKILLS

Cold Calling

Research

Networking

Social Media Marketing

Cloud Collaboration Systems

CRM Platforms

Quotations

Contracts

PROFILE

Experienced Customer Sales Representative with a knack for new business development with corporate clients above the 50 million turnover bracket. Responsible for over 40 key accounts and holds eight years' experience with cold calling, networking, and successful deal negotiations. Proven track record of exceeding sales targets and maintaining exceptional customer satisfaction levels with new and existing customers

EMPLOYMENT HISTORY

Customer Sales Representative, Indigo Distribution

Birmingham

Mar 2016 - Present

Individual sales performance increased following the implementation of a bi-monthly email campaign, which resulted in a 30% uptick in leads generated and a 20% improvement in monthly billings

- Build creative sales strategies to increase customer satisfaction and attain business sales goals
- Actively involved in research efforts to identify new marketing strategies, business opportunities and the performance of competitors
- Participate in trade shows, sales workshops, sales seminars, and events on behalf of the business to increase visibility
- Stay on top of new trends and innovation within the industry
- Continuously network by staying an active member of relevant industry bodies locally and internationally where applicable
- Cultivate relationships with prospective new clients
- Present sales proposals
- Structure deals and payment terms
- Coach and mentor junior customer sales representatives

Junior Customer Sales Representative, Blue Insurance Holdings

Phoenix

May 2011 - Feb 2016