

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.