

Joseph Corbin

Sales Professional

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A dynamic Sales Professional with five years of professional experience specializing in business development, lead qualification, strategic selling, and account management. A proven track record of building and managing high-value relationships with wholesalers within the manufacturing industry.

Professional Experience

Hazlett Manufacturing, New York, NY
Business Development Associate

August 2020 - Present

- Manage accounts with 10+ wholesalers generating \$3M in annual sales revenue, deliver product demonstrations and education to sales prospects, and exceed annual sales quotas by 20%-30% YOY
- Build relationships with key decision makers within the rubber industry, conduct sales negotiations, and utilize strategic selling techniques to enhance annual revenue growth by \$200K per year
- Identify business development opportunities and coordinate with the sales team to develop presentations, qualify leads, and generate sales strategies for the territory

Giljean Plastics, New York, NY
Sales Representative

June 2018 - August 2020

- Developed sales strategies to persuade manufacturing executives to purchase Giljean's rubber components, which resulted in a 150% increase in sales revenue over three years
- Managed a four-county territory in California valued at \$1.5M, achieved 120% of sales quotas YOY, and developed long-term client relationships with key wholesalers

Education

Bachelor of Science (B.S.) in Marketing September 2014 - June 2018
University of Syracuse, Syracuse, NY

Key Skills

Business Development



Strategic Selling



Account Management



Sales Strategy



Closing Techniques



Certifications

Salesforce Certification
Salesforce.com

October 2020

Certified Sales Development Representative, AA-ISP

September 2019