

# Marvin Petersen

Sales Representative

Goal-oriented sales representative with 2+ years of experience. Seeking to boost the exciting and evolving sales culture at XYZ Inc., and eager to contribute to product improvements. Regularly exceeded KPIs by 20% and identified 50+ new leads.

## Experience

2016 - 2017	<div><b>Outside Sales Representative</b> <i>Best Food 4U Inc.</i><ul style="list-style-type: none"><li>Cultivated relationships with restaurant owners and decision makers in the designated territory. Maintained regular business relations with 50+ clients.</li><li>Created and maintained a robust sales pipeline. Identified up to 20 new leads quarterly.</li><li>Analyzed sales/metrics data from the designated territory to help evolve sales strategy.</li><li>Ensured that merchants receive the highest level of sales and operational customer service. Scored 90% in a quarterly customer satisfaction survey.</li></ul><b>Key Achievement:</b><ul style="list-style-type: none"><li>Exceeded sales targets and activity metrics: KPIs at the level of 170% and 25+ new clients.</li></ul></div>
2015 - 2016	<div><b>Inside Sales Representative</b> <i>Foodline X</i><ul style="list-style-type: none"><li>Presented, promoted and sold products and services using solid arguments to existing and prospective customers.</li><li>Performed cost-benefit and needs analysis of existing and potential customers to meet their needs.</li><li>Established, developed and maintained positive business and customer relationships.</li><li>Reached out to customer leads through cold calling and emailing. 50+ cold calls daily.</li><li>Coordinated sales effort with team members and other departments.</li><li>Analyzed the territory and market's potential, tracked sales and status reports. Identified 30+ new leads.</li><li>Continuously improved through feedback.</li></ul><b>Key Achievements:</b><ul style="list-style-type: none"><li>Exceeded agreed upon sales targets and outcomes by 20% on a regular basis.</li><li>Expedited the resolution of customer problems and complaints to maximize satisfaction. Scored 95% in customer satisfaction survey.</li></ul></div>

## Education

2008	<div><b>BA, Psychology, University of California, Los Angeles UCLA</b> GPA 3.5 <b>Relevant coursework:</b><ul style="list-style-type: none"><li>Behavioral psychology</li><li>Statistics</li><li>Social psychology</li></ul></div>
------	--

## Certificates

NLP Practitioner Certification

## Interests

- Competitive alpine skiing
- World cuisine

## Personal Info

<b>Phone</b> 321-456-7878
<b>E-mail</b> marvin.petersen@gmail.com
<b>LinkedIn</b> linkedin.com/in/marvinpetersen
<b>Twitter</b> twitter.com/marv_p

## Skills

Interpersonal skills	<div><div></div><div></div><div></div><div></div><div></div></div>
Communication	<div><div></div><div></div><div></div><div></div><div></div></div>
Time management	<div><div></div><div></div><div></div><div></div><div></div></div>
Collaboration	<div><div></div><div></div><div></div><div></div><div></div></div>
Organization	<div><div></div><div></div><div></div><div></div><div></div></div>
Negotiation	<div><div></div><div></div><div></div><div></div><div></div></div>
Product and service knowledge	<div><div></div><div></div><div></div><div></div><div></div></div>
Sales techniques	<div><div></div><div></div><div></div><div></div><div></div></div>
BRM/CRM (Salesforce)	<div><div></div><div></div><div></div><div></div><div></div></div>
MS Office	<div><div></div><div></div><div></div><div></div><div></div></div>

## Languages

Spanish	<div><div></div><div></div><div></div><div></div><div></div></div> <div>Advanced</div>
---------	--