

# Mylee Walters

Outside Sales Representative

Westford, MA | 561-231-3793 | mylee.walters@email.com

Outside Sales Representative with [number of years] experience of [top 2-3 skills]. Achieved [top achievement]. Expert at [X], [Y] and [Z].

## WORK EXPERIENCE

JANUARY 2021 -  
JANUARY 2022

### Outside Sales Representative

Acme Corp

- Exceeded monthly sales quotas by an average of 54% consistently.
- Conducted up to 12 weekly customer visits to inspect basements, evaluate requirements, and demonstrate offerings.
- Proposed strategic solutions to meet diverse customer needs.
- Traveled daily to locations across the greater Western New York area.
- Discussed payment plans and financing options with customers.
- Prepared detailed solution reports for each customer.

JANUARY 2017 -  
JANUARY 2018

### Outside Sales Representative

Acme Corp

- Managed the opening and closing of current customer accounts.
- Educated potential clients about the availability of charter's services in their area and the potential benefits or savings.
- Booked appointments on-site for the activation of new services.
- Handled cash transactions when credit or debit options were not available.

JANUARY 2019 -  
JANUARY 2020

### Inside and Outside Sales Representative

Acme Corp

- Conduct daily calls and meetings with customers to build relationships and drive sales.
- Maintain records of sales leads and customer accounts.
- Educate customers on the financial and professional benefits of products or services.
- Sell company products or services within assigned territory.
- Stay informed about industry competitors, new products, and market conditions to understand customer needs.
- Collaborate with the marketing department to strengthen the company's brand.

## EDUCATION

AUGUST 2018 -  
MAY 2022

### Outside Sales Representative

Ace University

AUGUST 2022 -  
DECEMBER 2022

### Outside Sales Representative Specialty Certificate

Acme Career Program

## SKILLS

OBJECTION HANDLING AND OVERCOMING  
SALES BARRIERS



SALES PROCESS OPTIMIZATION AND  
IMPROVEMENT



SALES TERRITORY ANALYSIS AND PLANNING



ABILITY TO ADAPT TO CHANGING MARKET  
CONDITIONS AND CUSTOMER NEEDS



CONSULTATIVE NEEDS ASSESSMENT AND  
SOLUTION SELLING

