

Bryce Vangundy

Telecom Sales

Profile

Employment History

Education

Details

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Telecom Sales Professional with 1 year of experience in providing exceptional customer service, building strong client relationships, and meeting sales targets in a competitive industry. Proficient in identifying client needs and recommending optimal telecom solutions, while demonstrating in-depth product knowledge and strong communication skills. Proven ability to consistently exceed sales goals and contribute to the overall success of the team.

Telecom Sales Manager at Vast Broadband, SD

Mar 2023 - Present

- Achieved a record sales growth of 35% in 2019, surpassing the company's annual target by 10% and contributing to Vast Broadband's overall revenue increase in South Dakota.
- Successfully expanded the company's market share in South Dakota by 25% within two years, through strategic partnerships and targeted marketing campaigns, resulting in increased brand visibility and customer acquisition.
- Led a high-performing sales team of 15 members, who consistently exceeded their sales targets by an average of 15% each quarter, contributing to Vast Broadband's overall success in the region.
- Implemented a comprehensive sales training program that improved the team's product knowledge and sales techniques, resulting in a 20% increase in average deal size and a 30% reduction in sales cycle time.

Telecom Sales Representative at Midco, SD

Aug 2022 - Jan 2023

- Achieved 120% of annual sales target by closing deals worth \$1.5 million in 2019, contributing significantly to Midco's market share growth in South Dakota.
- Expanded the customer base by 30% within a year, acquiring 50 new enterprise clients through strategic prospecting, effective relationship building, and tailored solution offerings.
- Successfully upsold and cross-sold additional products and services to existing clients, resulting in a 20% increase in average revenue per user (ARPU) and boosting overall customer satisfaction.

Bachelor of Science in Telecommunications Sales and Management at South Dakota State University, Brookings, SD

Aug 2018 - May 2022

Relevant Coursework: Telecommunications Principles, Sales and Marketing Strategies, Network Management, Business Communications, Project Management, and Customer Relationship Management.