

JESSE KENDALL

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Proven sales professional with 20+ years of solid inside sales and management experience

Versatile, results-oriented, inside sales professional with superior focus on increasing sales revenue, demonstrated sales acumen, and strategic planning ability. Successfully supervise diverse sales objectives from inception to completion with a firm understanding of the importance of priorities and deadlines. Possess a collaborative approach in leadership with the aptitude to foster a team-oriented environment while imparting knowledge to others on how to increase productivity. Utilize diverse sales tactics, including qualification, persuasion, strategy, proposal, and closing. Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and staff. Technically proficient in MS Office Suite and ACT.

INSIDE SALES EXPERIENCE

ABC, INC., Jacksonville, FL, 20xx-20xx

Inside Sales Manager

Hired, trained, and managed a top team of inside sales staff, district Sales Representatives, and office personnel staff for this \$80 million environmental services company.

- Hired as Sales Representative with \$300,000 in sales and expanded the Indiana territory to over \$2 million.
- Set rigorous sales expectations and trained employees to succeed. Regularly monitored sales to ensure peak performance.
- Built new business and retained existing clients. Introduced and sold the first company GHI Services contracts, moving DRMO contracts to Rollins Incinerators.

BCD ENTERPRISES, Jacksonville, FL, 20xx-20xx

Inside Sales Account Executive

Qualified sales leads during all phases of the sales cycle and achieved monthly quotas. Offered customized and complex solutions, drawing from an array of e-business services and products from Windows and UNIX. Submitted accurate sales forecasts and facilitated a robust pipeline. Served as the only sales team member retained during a company downsizing.

- Generated more than \$450,000 in annual software licensing revenues by the end of the second quarter in 20xx, which was 180% more than first and second quarter quotas combined.
- Realized greater than 200% of 20xx quota by negotiating contracts valued at more than \$1 million in annual revenues, which was in excess of 50% of the entire team's transactions.
- Retained 90% of clients. Recognized for the ability to close full-price deals; 75% of transactions were at full price when all other members discounted pricing to close transactions.

CDE COMPANY, Jacksonville, FL, 20xx-20xx

INSIDE SALES REPRESENTATIVE

Served as liaison between the Outside Sales Representative and customers. Received, fielded, and communicated customer inquiries.

- Reached #6 out of 128 Sales Representatives in the country.
- Earned the PB1 Award in 20xx, and awarded the South Area Incentive in 20xx.
- Achieved 98% of annual quota for 20xx.

EDUCATION & CREDENTIALS

Bachelor of Science in Business Management, XYZ University, Jacksonville, FL, 20xx

Continuing Education: Sun Solaris 10, Shell Scripting, Project Management