



BURCU ARSLAN

SALES REPRESENTATIVE

CONTACT

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PROFILE

A target-oriented and dynamic Sales Representative with 2 years of experience at a leading technology company. I have a proven track record in new customer acquisition, client relationship management, and consistently exceeding sales targets. My strong negotiation and persuasion skills enable me to effectively present complex products and services to potential clients.

SKILLS

- Sales & Business Development
- Customer Relationship Management (CRM)
- Presentation Skills
- Cold Calling & Lead Generation
- Salesforce, MS Office
- Communication Skills

EDUCATION

EGE UNIVERSITY

Associate Degree: Marketing and Sales Management
September 2020 - June 2022

EXPERIENCE

- Sales Representative | Global Software Solutions
June 2023- Present
 - Consistently exceeded monthly sales targets by an average of 15%, making significant contributions to the company's revenue.
 - Identified new prospects and generated new business opportunities through cold calling, email marketing, and LinkedIn.
 - Presented customized software solutions to clients by understanding their needs and conducted successful presentations.
 - Actively utilized Customer Relationship Management (CRM) software to enhance customer satisfaction and loyalty.
 - Regularly monitored industry trends and competitor analyses.