

Ashley Holt
Aholt943@gmail.com
480-232-2185

Objective: To obtain a position upon your team and exceed my quota. My knowledge and experience would contribute to the overall success of your team.

Summary of Professional Qualifications & Skills

- 7 years' experience with inbound/outbound Lead Generation
- Very articulate and adaptable to different personas
- Highly motivated, detailed orientated, and a team player
- Strong written and verbal communication skills - able to communicate effectively on all levels, both within and outside of the organization
- Fast learner with a focus on driving results to succeed and surpass client expectations

Professional Experience

Pitney Bowes- January 2020 – December 2020

● ***Inside Sales Consultant Level 2***

- Call Pitney Bowes' current customers, asses their mailing needs to align the best equipment and software to help their process
- Initiating calls and building contracts to ensure customer retention and loyalty
- Asking the right questions to uncover challenges within their current process
- Effectively align and provide the best solution to help them run their business better
- Manage an always moving portfolio

● ***Level 1 Supply Sales Rep***

- Call current and former PB customers to consult, assess needs, and recommend appropriate products and services
- Overcome objections and close the sale
- Initiate outbound sales calls
- Navigate through the region's internal website to provide customers with pricing, promotions and service information

AppZen - April 2019 to October 2019

● ***Sales Development Representative***

- Strategically support Large Enterprise Account Executives to help build their pipeline.
- Campaign execution making 100 dials a day
- Utilization of SFDC to perform all sales activities
- Generate leads and build relationships with my target audience

Televerde-October 2013 to September 2018

● ***Inside Marketing Representative for SAP***

- Generate quality outbound leads, understand and strategize accounts, qualify inbound, pass qualified leads to the sales team, review pipeline and progressionrefined call and lead generation skills.
- Since the beginning of 2017 I have been able to pass over 9 marketing generated opportunities thus far.

Televerde cont.-

- ***Sales Development Representative for InsideView***

- o Work directly from the client's Salesforce to help generate revenue and identify opportunities
- o Effectively collaborate and support Enterprise Account Executives to manage and penetrate target accounts
- o Consistently meet and exceed monthly pipeline goals of \$100,000

- ***Teleservices Representative***

- o Generated leads and matched prospect's need with client's product and or service
- o Ensure call quality and criteria acceptance on L3 to L5 campaigns

Retail - Elephant Walk- January - 2005 to June - 2005

- ***Senior Sales Associate***

- o Promoted to this position within 3 months, by showing desire to succeed and meeting daily sales goals
- o Role included mentoring new sales associates, displaying leadership, while maintaining sales, and managing product inventory
- ***Sales Associate***
- o Adapted to different buying personas and market trends
- o Exceeded monthly sales goals and managed pipeline effectively
- o Developed communication skills and drove high volume of customers into the store with knowledge and keen understanding of the products

Education

- Rio Salado-Distance Learning
- o Communications 101
- o English 091
- o Math 142
- Computer Technology Level I & II
- Inside Sales Training at Televerde
- Overcoming Sales Objections