

Jill Morgan

Sales Representative

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Results-oriented sales representative for over 5 years with 2 years of experience as a sales manager for industrial supplies and products. Skilled at maintaining profitable client relationships and developing ambitious sales targets. Achieved over \$500,000 in sales in each fiscal quarter from 2019 until the present. Seeking to join Acme Corp to help deliver all your key sales metrics and boost ROI.

Experience

- 2018-09 - present

Senior Sales Representative
McKinsey Industrial Supplies, Brooklyn, NY
 - Managed organizational sales and group of sales representatives in selling industrial equipment and maintaining large construction and contractor business relationships.
 - Worked with the data analysis team to develop sales targets based on extensive market research and analysis.
 - Tracked individual sales rep sales goals and individually mentored any representative deemed to be falling behind.
 - Managed largest 5 corporate construction and industrial client accounts.**Key Achievement**
Achieved over \$500,000 in sales in each fiscal quarter from 2019.
- 2016-09 - 2018-08

Customer Relationship Officer
XYZ Inc., Philadelphia, PA
 - Acted as liaison between XYZ Inc. and corporate clients to facilitate and maintain healthy business relationships.
 - Checked in on clients on a weekly basis to ensure needs are being met and supplies are being filled.
 - Managed database of clients and potential leads in a customer relationship manager (CRM) program.**Key Achievement**
Maintained positive and happy client relationships with 15 corporate customers.
- 2014-07 - 2016-06

Part-time Retail Associate
ABC Shopping, Philadelphia, PA
 - Assisted customers on the sales floor with questions, advice, and physical issues when requested or upon initiative.
 - Operated the POS and credit card machine when front lines call for additional assistance to the checkout lanes.
 - Organized shelves, end caps, and bargain bins out on the sales floor.

Education

- 2016

BSc in Marketing, Major in Professional Sales
Penn State University, Philadelphia, PA

Relevant Coursework: Professional Selling, Sales Management, Advanced Sales & Selling Techniques, Cloud-Based CRM Systems.

Minor: Leadership & Communication.

Skills

Lead Qualification & Prospecting	■ ■ ■ ■ ■
Salesforce & Hubspot CRM	■ ■ ■ ■ ■
Optimizing MRR	■ ■ ■ ■ ■
Contract Negotiation	■ ■ ■ ■ ■