

# Telecom Sales

## Details

bryce. [REDACTED]

123 Main St, [REDACTED] SD 57701

## Profile

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.

## Employment History

### [REDACTED] 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 [REDACTED]
- Successfully expanded the company's market share in [REDACTED] 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 [REDACTED] 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 [REDACTED]
- 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.

## Education

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

Aug 2018 - May 2022

[REDACTED] Telecommunications Principles, Sales and Marketing Strategies, Network Management, Business Communications, Project Management, and Customer Relationship Management.