

Lucy Lewis

San Francisco, CA | lucylewis2121@gmail.com

EDUCATION

University of California, Berkeley
B.S. in Economics

Berkeley, CA
Graduation Date: May 2015

WORK EXPERIENCE

Dropbox

Remote

Inside Sales Manager

Jan 2021 - Present

- Implemented a comprehensive training program for the sales team, resulting in a 20% increase in average deal size and a 15% increase in customer retention rate.
- Developed and executed a targeted upsell campaign, resulting in a 30% increase in revenue from existing accounts within the first quarter of implementation.
- Analyzed customer data to identify key trends and opportunities, leading to the development of customized cross-selling strategies that resulted in an additional \$1 million in revenue within six months.

Stripe

San Francisco, CA

Inside Sales Team Lead

Jan 2019 - Dec 2021

- Delivered 200% of my personal new business sales target over two year period
- Constant top performer in terms of calls made/emails sent.
- Managing a team of 8 Business Development Managers ensuring they deliver set monthly targets.

Salesforce

San Francisco, CA

Account Executive

Jun 2016 - Dec 2019

- Leverage our unique sales methodology process to win competitive sales engagements and secure business
- Consult with SMBs and mid-market businesses to establish new business partnerships through exploratory and informative demonstrations focused on customer needs and the value that our SaaS solution provides
- Actively manage current pipeline, including prospecting and follow-up tasks
- Consistently meet and exceed targets in a highly competitive and dynamic market environment

Salesforce

San Francisco, CA

Sales Development Representative

Sep 2015 - Jun 2016

- Generated a pipeline of qualified leads through cold calling and email outreach, resulting in a 30% increase in opportunities created.
- Conducted product demonstrations for potential clients, leading to a 50% conversion rate and \$500,000 in closed deals.
- Collaborated with marketing team to optimize outbound sales campaigns, resulting in a 20% increase in response rates and a 15% increase in demo requests.

Box

San Francisco, CA

Intern, Business Operations

May 2014 - Dec 2014

- Developed and implemented a new customer feedback survey, resulting in a 20% increase in response rate and providing valuable insights for process improvement.
- Assisted with the analysis of sales data to identify trends and patterns, contributing to the development of a new sales strategy that led to a 15% increase in revenue.