

Rebecca Taylor

<https://www.linkedin.com/in/rebecca-taylor-42320453>

Austin, Texas

(512) 638-0963 | Beccaanne3311@gmail.com

EXPERIENCE

ODP Business Solutions

Austin, Texas

May 2023 - Present

Sr. Enterprise Inside Sales Account Manager

- Responsible for managing and growing a \$10M ARR book consisting of 3 major accounts.
- Collaborate closely with field sales and inside product specialists to strategize and maximize account growth.
- Average 40 calls a day with 1hr of talk time in effort to uncover new and upsell opportunities.
- Identify and build relationships with key decision makers within my assigned accounts to better understand their challenges.
- Consistently delivered over 100% quarterly attainment with a YTD average of 104%.

Inside Sales Account Manager

March 2022 - May 2023

- Managed enterprise hospitality accounts and crafted detailed account plans to uncover additional opportunities
- Consistently maintained daily KPIs of 30-40 calls daily and 15 personalized emails to key contacts
- Ran demos with new customers and assisted in creating and maintaining their accounts on our ordering platform.
- Assisted in training and coaching new hires on my team to decrease onboarding time and increase team attainment.

Inside Sales Account Representative

October 2018 - March 2022

- Grew assigned book from 85% to 106% in the first 6 months resulting in \$1.2M in ARR.
- Prospected into various Industries accounts in hospitality, real estate, logistics, food service, janitorial, and insurance.
- Maintained consistent daily and weekly KPIs on Calls, Talk Time, Meetings and Opportunities during covid and WFH transition.
- After optimizing growth in my accounts, I continued to deliver over 100% quarterly attainment in bookings.

David McDavid Acura

Austin, Texas

Sales Associate

March 2018 - October 2018

- Advised and consulted customers on the purchase of both new and used cars by qualifying their needs
- Led by example with work effort on the floor and on the phones resulting in 17 cars sold within the 3rd month on the job
- Made 60 calls a day and followed up with emails to maintain my spot as lead appointment setter

EDUCATION

Grand Canyon University

July 2016 - May 2018

B.A. Business Management

SKILLS

Cold Calling | Prospecting | Qualifying | Account Planning | Solution Selling | Demos | Relationship Building | Pipeline Generation

Cross Functional Collaboration | Salesforce | HubSpot | Microsoft Office Suite | ChatGPT | LinkedIn

AWARDS

Champions Circle (Presidents Club) - FY2024 | Top Salesperson of the Quarter - Q4FY24 | Top LoB Salesperson of the Quarter Q2FY24 | Impact Player of the Quarter - Q2F2019 | Top Winback Growth of the Quarter - Q2FY22