

MICHAEL BROWN

Enterprise Sales Representative

PROFESSIONAL SUMMARY

Results-driven sales professional with 10 years of experience in B2B sales.

Expert in relationship building and exceeding revenue targets.

SKILLS

- Enterprise Sales Strategy
- Client Relationship Management
- Sales Pipeline Development
- Contract Negotiation
- Salesforce CRM Expert
- Microsoft Office Suite
- Public Speaking
- Sales Team Leadership

EXPERIENCE

Senior Enterprise Sales Representative | Global Sales Inc. (2019-Present)

- Exceeded annual sales targets by 150%, generating \$5M+ in new revenue
- Managed portfolio of 50+ enterprise clients
- Developed and executed strategic sales presentations
- Led sales training workshops for junior representatives
- Implemented new Salesforce workflows

Regional Sales Manager | Sales Pro Corp. (2016-2019)

- Managed team of 10 sales representatives
- Developed regional sales strategies
- Conducted market analysis and competitor research
- Created sales forecasting models

EDUCATION

Bachelor of Business Administration | University of Michigan (2012-2016)

- Major in Marketing
- GPA: 3.5
- Vice President of Sales Club