





Isabella Davis

Business Travel Sales Manager

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Work Experience

Hagerty - Business Travel Sales Manager

2022 - current

Traverse City, MI

- Handled travel expenses with Certify, cutting reimbursement turnaround time from 2 weeks to 3 days
- Managed six sales reps, achieving 186 new corporate travel bookings through Pipedrive in one year
- Analyzed clients' travel patterns via Amadeus, **generating an additional \$102k in repeat business**
- Harnessed Concur Travel to streamline the travel booking process, reducing booking errors by 24%

Brose North America - Inside Sales Representative

2019 - 2022

Auburn Hills, MI

- Drove up customer engagement via Marketo automated email campaigns with an open rate of 39%
- Capitalized on Trello for task assignment, **ensuring 100% on-time deliveries of 82 sales orders**
- Leveraged Tableau sales data to aid the launch of products that yielded an additional \$74k in revenue
- Organized eight sales training sessions using Slack, amplifying product knowledge among juniors

Michigan Medicine - Sales Associate

2017 - 2019

Ann Arbor, MI

- Upgraded patient education using SurveyMonkey data, boosting effectiveness ratings by 22 points
- Monitored document collaboration via Dropbox Business, reducing file retrieval times by 9%
- **Processed 119+ orders per day through Pipedrive** with a 24-hour reduction in average delivery times
- Guided six pharmacy assistants to level up productivity, trimming customer wait times by six minutes

Education

University of Michigan - Bachelor of Science, Business Administration

2013 - 2017

Ann Arbor, MI

Skills

- Pipedrive
- Concur Travel
- Amadeus
- Slack
- Trello
- Tableau
- Certify
- Marketo
- SurveyMonkey
- Dropbox Business