

**Emily Patel**  
**Sales Representative | B2B Sales and Account Management Expert**

With over three years of hands-on experience in B2B sales, I am passionate about driving revenue growth and building strong, lasting customer relationships. My expertise spans across sales strategy development, account management, negotiation, and closing high-value deals, consistently exceeding sales targets. I am dedicated to providing tailored solutions to clients, fostering long-term partnerships, and ensuring customer satisfaction.

**Expertise:**

- B2B Sales and Account Management:
- Sales Strategy and Planning:
- Customer Relationship Management (CRM):

**Certifications:**

- **Certified Sales Professional (CSP)**  
Gained in-depth knowledge of advanced sales techniques, prospecting, and managing complex sales cycles.
- **CRM Certification**  
Specialized in customer relationship management systems, learning how to effectively utilize CRM tools for lead management, pipeline tracking, and customer service excellence.

**Education:**

- **Bachelor of Business Administration, EFG University (2015-2019)**  
Focused on marketing, sales management, and business strategy. Graduated with honors, leading multiple projects related to sales forecasting and customer behavior analysis.

**Work Experience:**

**Sales Representative | HIJ Corporation (2019-Present)**

*Sales and Account Management Specialist*

- Managed a portfolio of 50+ B2B clients across various sectors, consistently meeting and surpassing quarterly sales targets.

- Developed strategic sales plans that increased territory sales by 30% and expanded the client base by 20%.
- Built and maintained long-term relationships with key stakeholders, ensuring customer satisfaction and repeat business.
- Delivered compelling presentations to potential clients, resulting in a 25% conversion rate for proposals.
- Collaborated with cross-functional teams to customize solutions for clients, addressing their unique business challenges and goals.

### **Sales Assistant | KLM Startups (2017-2019)**

#### *Support Role in Sales Operations*

- Assisted in the preparation of proposals, contracts, and presentations, contributing to a 15% increase in client engagement.
- Coordinated and scheduled meetings between clients and senior sales reps, improving the efficiency of sales operations.
- Managed the CRM database, ensuring accurate and up-to-date client information for the sales team.
- Conducted market research to identify new business opportunities, helping to expand the company's reach in new regions.

### **Languages:**

- **English (Fluent)**
- **French (Conversational)** – Able to converse in professional settings, increasing outreach to French-speaking clients.