**Linda Venable**

[**Lvenable74@gmail.com**](mailto:Lvenable74@gmail.com)

**832-692-2511**

**Qualifications**

* 10+ years of extensive experience in sales both inside and outside
* Proficient in CRM’s Salesforce software
* Consistently ranked as a top performer
* Advanced computer skills; Proficient with MS Office
* Ability to rapidly create good rapport and networking opportunities
* Excellent written, verbal and interpersonal skills
* Reliable, well organized sales professional who can prioritize and multi-task demands while meeting customer needs

### **Education**

University of Houston at Clear Lake, Clear Lake, TX

*Masters of Behavioral Science*

University of Texas at Austin, Austin, TX

*Bachelor of Science in Education*

**Experience**

**Cogniserv 02/2013-08/2013**

**Inside Sales**

* Sold programs that allows users to create their own applications
* Responsible for writing scripts for use by all of inside sales
* Researched product specifications and capabilities
* Computer training sessions with IT
* Generated leads and set up appointments for outside sales
* Kept an appointment calendar for outside sales

**National Family Care 04/2011- 12/2012**

**Insurance Sales (B2B)**

* Supplemental Insurance business to business and to individuals
* Set appointments by phone and managed a calendar of potential clients
* Followed up on leads generated by inside sales

**Teletrac 12/2009-04/2011**

**Telemarketing Sales Associate**

* Solicited corporate clients for appointments with field sales associates
* Documented appointments and particulars of client needs using Salesforce software
* Consistently ranked as a top performer

**Association Member Benefits Advisors 09/2008-12/2009**

**Salesperson**

* Used telemarketing techniques to solicit appointments
* Met with clients to explain and sell supplemental health insurance
* Prepared contract and secured approval

**SEO Technologies, LLC 11/2006-01/2008**

**Salesperson**

* Researched leads for potential clients
* Called potential clients to explain and sell Internet advertising
* Prepared, processed, and secured contract approval

**Family Care Health Plans 06/2005-07/2006**

**Salesperson**

* Took calls from potential clients and provided sales service on family care health plans
* Consistently met or exceeded sales quota

**ReMax 06/1998 – 06/2005**

**Realtor**

* Assisted clients with all aspects of buying, selling, and leasing a home
* Wrote and assisted in negotiating sales contracts
* Shepherded the activities necessary to complete a closing