

# RAPHAEL MARQUEZ

An Outside Sales Representative with three years of experience within the technology industry, specializing in strategic selling, B2B sales, and SaaS. A proven track record of exceeding sales quotas and collaborating with cross-functional teams to improve the sales process. Adept at managing client accounts and identifying business development opportunities.

123 Your Street,  
Pittsburgh, PA 12345  
youremail@example.com  
(123) 456-7890

## PROFESSIONAL EXPERIENCE

### OUTSIDE SALES REPRESENTATIVE

Vector Solutions Corp., Pittsburgh, PA  
April 2019 - Present

- ◆ Exceed monthly quotas by 20%-40% MOM for a technology company delivering SaaS business solutions, execute lead generation activities, field inquiries from prospects, and achieve recognition as a top 10% sales ranking on a team of 60
- Generate over \$250K in annual sales revenue and coordinate with the sales team to develop strategies to expand pipeline development efforts
- Analyze competitor trends, attend industrytradeshows, and build relationships with customers and industry partners
- Manage sales data, leads, and reporting using Salesforce CRM

### SALES REPRESENTATIVE

Tech Business Solutions Inc.,  
Pittsburgh, PA  
May 2018-April 2019

- Cross-sold and upsold technology products to small and medium-sized businesses, conducted prospecting, built client relationships, and generated \$150K in annual sales
- Attended meetings with the Sales Manager and sales team to evaluate the sales process, identify gaps, and drive process improvement efforts
- ◆ Delivered sales presentations to prospects, provided education on company technology, and performed product demonstrations

## EDUCATION

Bachelor of Science (B.S.)  
Marketing  
University Of Pittsburgh, Pittsburgh, PA  
September 2014 - May 2018

## KEY SKILLS

- B2B Sales
- SaaS Sales
- Pipeline Development
- ◆ Lead Generation
- ◆ Salesforce.com
- ◆ Client Relations
- ◆ Cross-functional Leadership

## CERTIFICATIONS

- Salesforce Certification, Udemy, 2019
- Certified Sales Development Representative (CSDR), 2019