

A Smiles Professional with entry-level experience specializing in lead generation, customer success, client relations, and cold calling. A proven track record of building rapport with sales prospects and upselling products to drive revenue growth. Adept at tracking sales data and creating reports using Salesforce CRM.

## Education

Master of Science (BS)

University of San Diego, San Diego, CA  
2017-June 2021

Major

Minor

## Professional Experience

### Inside Sales Representative

Decker Software, San Diego, CA | October 2022 - Present

- Generate over \$250K in annual sales for an HR software company, achieve 120% of quota in 2022, conduct up to 20 sales consultations per week, and utilize consultative selling techniques
- **Educate sales prospects on software product benefits, conduct research on customer business needs, deliver product demonstrations, and upsell products to increase monthly sales revenue by 20%**
- \* **Track and manage sales data, customer accounts, and consultations using Salesforce**

### Inside Sales Representative

State Farm Insurance, San Diego, CA | June 2021 - October 2022

- ♦ **Interacted with 100+ sales prospects per week, scheduled sales consultations, educated prospects on products and services, and achieved 110% of annual sales quota**
- **Established rapport with sales prospects, built positive long-term relationships, and provided information to customers on potential benefits of insurance plans and policies**