

Jonathan Eklund

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Professional Summary

Energetic and customer-focused sales representative with 6 years of experience in B2B and B2C environments. Track record of consistently exceeding sales targets and building strong client relationships. Skilled in negotiation, CRM, and lead generation.

Work Experience

Sales Representative

NordicTech Solutions, Helsingborg

Feb 2020 - Present

- Surpassed annual sales goals by 20% for three consecutive years.
- Managed a portfolio of over 150 clients in the tech sector.
- Conducted product demos and closed high-value deals.

Sales Associate

SmartStore AB, Lund

May 2017 - Jan 2020

- Provided excellent customer service in-store and online.
- Trained new staff and supported team leadership.
- Maintained top performance in monthly sales rankings.

Education

Diploma in Business and Sales

Helsingborg Business College, 2014 - 2016

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Skills

- B2B & B2C Sales
- Lead Generation & Cold Calling
- CRM Tools (HubSpot, Salesforce)
- Negotiation & Presentation
- Customer Relationship Management

Languages

Swedish (Native)

English (Fluent)

Danish (Basic)