

Amish Sharma

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Career Summary

Experienced sales professional with over 4 years of experience in sales and one year in software development. Proficient in using HubSpot and well-versed in front-end and back-end development using JavaScript, HTML, and CSS. Proper communication abilities to effectively collaborate with cross-functional teams.

Core Competencies:

Sales Expertise
Full-Stax Development Proficiency
Customer Needs Analysis

Solution Presentation and Negotiation
Technical Problem-Solving
Team Management and Adaptability

Professional Experience

Edge Fitness Clubs LLC, Saint Louis, MO

Sales Specialist, 03/2021-Present

Proven track record of consistently exceeding sales targets, with experience selling over 1,000 memberships and achieving top sales performer status multiple times.

- Skilled in identifying and nurturing relationships with high-value clients, resulting in a strong network of VIPs (referrals).
- Analyzing KPI's (Key Performance Indicators) and running reports to identify areas of improvement for myself and the team.

GoToLiquorStore, Saint Louis, MO

Sales and Marketing Specialist, 07/2020-03/2021

Created and fostered business-to business relationships, leading to expanded partnerships and increased sales opportunities.

- Built and maintained relationships with key clients, resulting in increased sales and customer loyalty.
- Led cross-functional teams to achieve project goals through HubSpot and deliver high-quality results on tight deadlines.

Education and Credentials

Certification of Completion, Full-Stax Web Development

Washington University in Saint Louis, Saint Louis, MO

High School Diploma

Pattonville High School, Saint Louis, MO

Technical Proficiencies: Microsoft Office Suite (Excel, Word, Access, PowerPoint), SQL Server, JavaScript, HTML, CSS, Express, Git, Heroku