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United States

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EXPERIENCE

Oracle Corporation

Business Development Consultant

Burlington, MA

July 2019 – June 2020

- Generated and cultivated business opportunities through extensive prospecting and strategic outreach
- Maintained 2 geographical territories with over 7500 SMB accounts
- Worked alongside ASEs and virtual sales team to qualify leads and present standard/tailored demos to build sales pipeline
- Q4 Attainment- 4 Opportunities for \$236,947

Champs Sports

Sales Associate

Braintree, MA

July 2018-January 2019

- Averaged daily sales: \$3000
- Provided defense against retail theft, both internally and externally
- Increased store sales through upselling customers based on information gained while assisting them
- Collaborated with managers and team-members to achieve daily and monthly sales goals

Facility and Campus Services- Lock Shop

Office Assistant

Amherst, MA

November 2017-May 2019

- Implemented new organizational systems for filing of office documents and paperwork
- Utilized customer service skills to assist customers with key pick-up and resolve any issue they may have
- Worked independently to complete task assigned by supervisor

Nike Boston

Sales Associate

Boston, MA

Summer 2017

- Provided premium service to all customers through friendly, personalized, and quick interactions
- Educated consumers on different product technology and recommended products based on consumer needs
- Performed daily departmental task such as inventory stocking, merchandise displaying, and pricing

EDUCATION

University of Massachusetts Amherst

Isenberg School of Management

Bachelor of Business Administration in Management

Concentration: *Entrepreneurship and Innovation*

Minor: *Psychology*

Amherst, MA

May 2019

- Cumulative GPA: 3.7; Dean's List: Spring 16, Fall 16, Spring 17, Fall 17, Spring 18, Fall 18, Spring 19

ACTIVITIES

Oracle's Class Of Program

July 2019

- Educated on the values and benefits of back office SaaS applications (SCM/HCM/ERP) and how to sell

UMASS Sales Club

Fall 2018-May 2019

- Learned and developed skills needed for a successful career in sales

SKILLS

Sales: Cold Calling, Cold Emailing, Social Media, Warm Leads, Current Install, Greenfield outreach

Computer: Microsoft Office, Qualtrics, Zoom, ZoomInfo, LinkedIn Sales Navigator, Marketing Intelligence Reports

Language: Conversational in Cantonese