

Leslie Phillips

[HTTPS://LESAPHIL1150.GITHUB.IO/PORTFOLIO/](https://lesaphil1150.github.io/portfolio/)

Contact



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Indianapolis, IN

References

Brian Millis

Vice President, ADVISA
812.372.4894

Fredricka Joyner

Business Professor
812.343.1660

PROFILE

Proactive, efficient, and gritty are three words to describe Leslie. With 8 years of experience working alongside diverse groups of sales individuals, Leslie can rise to any occasion. She prides herself in leveraging technology to achieve business results. She has a passion for processes, data, and having a 'go-getter' attitude.

EDUCATION

Eleven Fifty Coding Academy - Present

Web Development

Indiana University - 2013

Bachelor of Science in Business
2013 Outstanding Student in Business

EXPERIENCE

ADVISA

Sales Coordinator

- Served as the Salesforce Administrator for team of 27, creating custom reports, dashboards, process flows, opportunities
- Supported Sales Team of 11 by removing obstacles in the sales process and accelerating Sales Team productivity
- Being a content knowledge expert around internal processes and subject matter expert in product pricing
- Internal advocate to drive action by proactively connecting with team members to discuss needed action on client accounts
- Uncovered \$75,000 in sales opportunity for Sales Team via skip tracing, client interactions, and investigation into client accounts
- Created replicable processes to ensure better business operations including workshop management, pipeline management, and reporting in Salesforce,

Business Process Manager
Client Service Specialist
Client Service Associate

May 2017 -Present

Oct 2016 - May 2017
Jan 2016 - Oct 2016
Mar 2014 - Jan 2016