Sabrina Jones

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Objective:

Results-oriented sales representative with 6 years of experience in driving sales growth and building strong customer relationships. Seeking a challenging position to leverage my proven track record, persuasive communication skills, and exceptional sales abilities to achieve revenue targets and exceed customer expectations.

Professional Summary:

Experienced sales representative with a demonstrated history of consistently exceeding sales targets and delivering exceptional customer service. Skilled in prospecting, lead generation, and consultative selling. Strong negotiation, interpersonal, and relationship-building abilities. Proven ability to effectively manage sales pipelines and deliver revenue growth in highly competitive markets.

Work Experience:

1. Sales Representative

Window Sales Ltd, Kingston

Feb 2021 - Present

- Developed and executed strategic sales plans to achieve or surpass sales targets.

- Prospected and generated leads through various channels, including cold calling, networking, and referrals.

- Conducted consultative sales presentations and product demonstrations to potential clients.

- Built and maintained strong customer relationships, addressing customer needs and providing excellent service.

- Negotiated contracts, pricing, and terms to close sales and secure long-term business partnerships.

- Collaborated with cross-functional teams, including marketing and customer support, to ensure customer satisfaction and retention.

- Tracked sales activities, prepared sales reports, and provided accurate sales forecasts to management.

2. Sales Associate

Digicel, Kingston

Jan 2017 – Jan 2021

- Assisted the sales team in achieving sales goals by providing product information and excellent customer service.

- Built rapport with customers, understood their requirements, and recommended suitable products.

- Actively participated in sales promotions, events, and product launches to drive customer engagement and increase sales.

- Handled order processing, inventory management, and after-sales support.

- Resolved customer inquiries, complaints, and issues in a timely and professional manner.

- Assisted in maintaining visual merchandising standards to enhance the customer experience.

Education:

Bachelor of Business Administration (BBA)

UWI MONA

2016

Skills:

- Prospecting and Lead Generation

- Consultative Selling

- Relationship Building and Account Management

- Negotiation and Closing Skills

- Sales Pipeline Management

- Excellent Communication and Interpersonal Skills

- Customer Needs Assessment

- Market Research and Competitive Analysis

- CRM Software Proficiency

- Goal Oriented and Results Driven

References:

Available upon request