





JOY VALE

DIGITAL SALES REPRESENTATIVE

CONTACT

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Seattle, WA 
[LinkedIn](#) 

EDUCATION

Bachelor of Science
Business Management
Utah Valley University
August 2013 - May 2017
Orem, UT

SKILLS

Product knowledge
Negotiation
Interpersonal
communication
Demos
Customer relationships

WORK EXPERIENCE

Digital Sales Representative

Adobe

June 2019 - current / Seattle, WA

- Generated digital marketing campaigns directed toward target audience members, driving 150K+ clicks and App Store visits
- Collaborated with 18 digital sales representatives to promote current advertisement strategies
- Constructed personal, education, and business sales projections, exceeding 100% of targets
- Attended 3 annual workshops on digital sales techniques, improving job performance and increasing revenue by 5%

Sales Representative

Marquee IT

September 2017 - June 2019 / Orem, UT

- Increased net profits by 12% in 2019, and surpassed \$350K sales incentive targets in 2018
- Collaborated with potential clients, providing honest service cost assessments and add-on service costs that established trust and increased sign-up rates by 45%
- Provided prompt customer service, resolving 100% of client issues in a professional and timely manner
- Conducted cold calling, and attended networking events and tradeshows, increasing contact list to include 5,000+ potential customers and collaborative partners

Head Cashier

Natural Grocer's

August 2015 - September 2017 / Orem, UT

- Awarded Employee of the Quarter in Q2 2016 for ensuring customer satisfaction and maintaining a can-do attitude
- Managed check-out aisle inventory, increasing the rate of check-out purchases by 28%
- Answered customer questions, directing customers to stockers for help with specific grocery items
- Provided prompt, accurate service at checkout, ensuring 100% of transaction totals matched receipt totals, avoiding potential instances that could have resulted in negative reviews