

Professional Summary

An innately versatile professional with a proven track record of driving revenue, building strong client relationships, and achieving sales targets in a fast-paced, high-pressure environment.

Experienced in managing complex sales cycles, identifying new business opportunities, and articulating the value proposition to key decision makers. Proven ability to build and maintain a pipeline of qualified leads, resulting in a consistent flow of new business.

Core Skills

- Identifying and prospecting new business opportunities
- Initial contact and qualification of leads
- Qualifying leads and managing the sales cycle
- Relationship building and client retention
- Excellent communication and negotiation skills

Career History

Nov 2013 - Present

Outline

Established a new business in the marketing services sector, focusing on providing a range of services to a diverse client base.

Key Achievements

- Developed a strong brand identity and marketing strategy
- Successfully secured a number of new clients, including a major account
- Provided a high level of customer service, resulting in a high level of client satisfaction
- Expanded the business into new markets, including overseas
- Implemented a range of marketing initiatives, including advertising and public relations
- Achieved a significant increase in revenue, exceeding targets by a large margin

Mar 2011 - Nov 2013

Outline

Joined a established business as a sales professional, responsible for identifying and securing new business opportunities.

Key Achievements

- Successfully identified and secured a number of new clients, including a major account
- Provided a high level of customer service, resulting in a high level of client satisfaction
- Expanded the business into new markets, including overseas

Additional Information

- Proficient in Microsoft Office, CRM systems, and social media marketing
- Strong interpersonal and communication skills
- Proven ability to work independently and as part of a team

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Jun 2013 – Aug 2013

Company
B2C Outbound Lead Generator

- Made contact with a high volume of potential customers on a daily basis and presented complex information on

Apr 2012 – Apr 2012

- Established the relationship with a range of local businesses to meet the unique needs of each
- Held responsible for the control and outsourcing of the

Mar 2012 – Apr 2012

- Generated a high volume of recurring monthly revenue into the company

Jan 2012 – Feb 2012

- Accrued a high volume of products and services for sales and marketing appointments

Jan 2011 – Dec 2011

- Developed a high volume of energy sources; using this technology to be successful
- Generated a high volume of successful purchases

Aug 2010 –

- Gathered a high volume of and other new revenue

Jul 2010 –

- Responed to a high volume of on packages

Refer

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