salesrep

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Scarborough, ON
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FIRST NAME LAST NAME
Sales Representative

Objective	
	▪ Successfully reach my goals as a **sales representative** in the **telecommunications** sector

Profile	
	▪ 5 years' experience in business software sales, particularly online
	▪ Ability to exceed sales objectives
	▪ University degree in business administration
	▪ Customer- and results-oriented
	▪ Excellent interpersonal skills
	▪ Ability to travel frequently

Experience

2015–February 2017, COMPANY AAA, Toronto, ON
Sales representative – N range

Realized net margin 2003/objective: $380/450K

- Achieve sales objectives by developing new customer accounts and ensuring customer satisfaction: +7% with respect to sales targets
- Participated in the development of sales strategies and plans
- Developed sales presentations to properly communicate the benefits of the company's products and services to potential customers
- Trained representativeS

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2013–2015, COMPANY BBB, Etobicoke, ON
Business representative

Average $/sale: $90 to 300K
Best annual sales performance: $800K

- Called on existing and potential customers to identify their needs and provide them with information
- Prepared sales reports
- Participated in training less experienced representatives

2012–2013, COMPANY CCC, Etobicoke, ON
Business representative

Average $/sale: $45 to 90K
Best annual sales performance: $270K

- Developed new potential customers through a variety of sources
- Updated the entire body of knowledge regarding the company's products and services: sales objectives and strategies, assessment of polices and practices

2011–2012, COMPANY CCC, Ottawa, ON
Sales associate

- Answered customers' questions regarding the company's products and services
- Conducted inventory
- Opened and closed the store
- Handled cash management
- Managed merchandising

Education

2010, XXXXX University, Ottawa, ON

- Bachelor of Business Administration

Computer skills

- Windows
- Office Suite
- Proficiency in Sales Logix (CRM software)

Other

- Reading of sales books:
    - *Connaître son client*, a classic sales text, by Robert Dupont
    - *Savoir se vendre*, Georges Panier
- Participated in the *Apprendre à convaincre* conference given by Marc Tremblay, 2005.

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