

SALES CV

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- your-name@email.com
- 47 Simes Street,
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- linkedin.com/in/your-name

Personal Statement

Results-driven Sales Representative with 6+ years of experience exceeding sales quotes and employer expectations across diverse industries. Skilled at conveying products and service benefits as well as generating customer interest. Confident communicator adept at training and educating new personnel. Seeking to contribute to revenue growth at [Company Name].

Work Experience

Senior Sales Representative

Egger UK Limited, Leeds

Dec 20XX–Present

- Lead a team of 5 junior sales representatives responsible for European Sales division
- Identify potential customers and inform product functions and benefits via email, cold calling, and online and in-person meetings
- Exceeded revenue goals by up to 188% for 2 consecutive years
- Gained 60+ accounts in less than 2 years and developed a consistent reorders portfolio
- Earned the spot of top sales performer within 6 months

Sales Associate

BIONIC GROUP, Hereford

May 20XX–Nov 20XX

- Identified and solidified new business opportunities that generated £8M+ in sales yearly
- Rose to the top 5% of the company within a short period by leveraging creative and persuasive strategies to convert inbound calls into profitable transactions
- Designed and implemented a strategic business plan which promoted a 5% decline in overall dead weight inventory and expanded the company's customer base
- Managed and trained a team of 15–20 sales representatives and monitored the team's performance, motivating them to meet and exceed goals and targets

Education

University of Leeds

BA (Hons) Business Management, 2:1

20XX–20XX

Skills

- Expert customer service
- TokenWorks Magnetic Card Reader, Salesforce
- Persuasive selling approach
- Sales management
- Tactical negotiation
- Effective communication
- Revenue generation

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Padhraic Smyth



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