



MASON WILSON

B2B Sales Representative

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PROFESSIONAL SUMMARY

Accomplished B2B Sales Representative with 7 years of expertise in driving substantial revenue increases and fostering robust client partnerships. Adept at analyzing market trends, crafting customized solutions, and consistently surpassing sales objectives. Committed to utilizing exceptional communication and negotiation skills to enhance client satisfaction and business growth.

WORK EXPERIENCE

B2B Sales Representative

Maple Leaf Consulting

📅 Jan / 2020-Ongoing

📍 Toronto, ON

1. Successfully sold Verizon products to businesses while managing a designated sales territory.
2. Communicated effectively with customers about current deals and promotions to drive sales.
3. Employed advanced computer technology to efficiently handle high call volumes.
4. Collaborated with the customer service manager to enhance service delivery and customer satisfaction.
5. Consistently exceeded monthly activation quotas, contributing to overall team success.
6. Established and nurtured strong relationships with B2B clients within the assigned territory.
7. Utilized data analysis to adjust strategies and improve sales outcomes.

B2B Sales Representative

Cactus Creek Solutions

📅 Jan / 2018-Jan / 2020

📍 Phoenix, AZ

1. Built strong rapport with clients to enhance loyalty and repeat business.
2. Achieved sales goals by developing tailored solutions for small and medium enterprises.
3. Managed and optimized personal accounts for a portfolio of small business clients.
4. Proactively mined existing accounts to uncover new business opportunities.
5. Networked effectively to generate leads and expand business reach.

EDUCATION

Bachelor of Business Administration

University of Illinois

📅 Jan / 2016-Jan / 2018

📍 Seattle, WA

Focused on business management and marketing strategies.

SKILLS

Sales Presentation and Demonstration Skills



Strategic Business Acumen



Lead Generation



Cold Calling



Sales Negotiation



INTERESTS

🎨 Art

🤝 Volunteering

🌲 Hiking

🧘 Yoga

STRENGTHS

🔍 Criticality

☰ Detail-oriented

🤝 Diplomacy

😊 Enthusiasm

LANGUAGES



English



Spanish



Russian

ACHIEVEMENTS

★ Achieved 120% of annual sales targets through strategic account management.

★ Developed and executed a successful marketing campaign that increased lead generation by 35%.