

Business Sales Consultant

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn:
linkedin.com/qwikresume
Address: 1737 Marshville Road,
Alabama.

Objective

Highly competitive, self-motivated, and energetic Business Sales Consultant with 5 plus years of experience in the Finance domain and with exceptional talents in sales, relationship building, organizational management and prioritization capabilities.

Skills

B2B outside sales, new client sourcing, pipeline development, evaluation of business needs, short and long-term sales cycles and post-sale customer retention

Work Experience

Business Sales Consultant

ABC Corp - March 2014 - Present

- Targeted large businesses averaging 5mn+ in sales and 25-500 employees.
- Proposing complex, "problem-solving solutions, " necessary for acquiring "upstream" clientele.
- Heavy outbound activities making over 30+ calls daily to develop new merchant opportunity.
- Fostering new center of influence relationships, intended on the development of lead sources.
- Accumulating and analyzing the merchant statements to develop strategic pricing solutions to optimize savings and profit.
- Initiating the rookie workshops in the San Diego markets to accelerate ramp-up time.
- Developing and implementing the business strategies for clover deck and pricing strategy for the revenue of clover equipment sales/leasing.

Business Sales Consultant

Wells Fargo Bank - December 2013 - November 2014

- Sourced new business relationships through outbound and COI activities.
- Responsible for over 50+ daily outbound cold calls to business owners in order to generate new business.
- Collaborated with the market Sales Manager to evaluate and improve partnerships within retail banking, the business banking group, and operations.
- Currently a level 5 performer with a sales accountability score of. 25.
- Met assigned sales expectations and profitability by maximizing sales revenue.
- Understood customer needs and offered the solutions to meet those needs.
- Worked in collaboration and independent work situations and environments with minimal supervision.

Education

Bachelor Of Science - 2012 (Colorado State University - Fort Collins, CO)