

Senior Inside Sales Rep

ROBERT SMITH

Phone: (123) 456 78 99

Email: info@qwikresume.com

Website: www.qwikresume.com

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road,
Alabama

Objective

Highly energetic and hardworking individual, seeking a position with an established company where my sales, customer service and information technology experience can be utilized to ensure optimal profitability.

Skills

Detail-oriented, Marketing, Multi-tasker, Networking, New Accounts

Work Experience

Senior Inside Sales Rep

Computer Aided Technology - January 2013 – Present

- Prioritizing daily workflows, including all inbound calls, quotes, and sales-related inquiries.
- Overseeing sales forecasting, goal setting and performance reporting for all accounts.
- Consulting with the clients after closing the sale to resolve problems and provide ongoing.
- Contacting the regular and prospective customers to explain product features and solicit orders.
- Maintaining friendly and professional customer interactions at all times.
- Managing a portfolio of 600 accounts from the inside that together generated over \$225,000 in sales.
- Utilizing online plan rooms to take off engineered specs for job quotes.

Inside Sales

Cincom Systems Inc - February 2004 – February 2007

- Prioritized daily workflows, including all inbound calls, quotes, and sales-related inquiries.
- Maintained friendly and professional customer interactions at all times.
- Conducting all “inside sales” processes including lead generation, strengthening and building customer relations.
- Built and developed strong relationships with builders and remodelers and provided education and information on new products, industry trends, and competitive product comparisons to retail customers.
- Generation of new accounts through cold calls and incoming sales leads.
- Served as point-of-contact for customers with inquiries, concerns, and problems.
- Evaluated and purchased new office equipment, computers, peripherals, or software.

Education

Bachelor Of Fine Arts in Creative Writing - 1998(Bowling Green State University - Bowling Green, OH)