



AMELIA MOORE

Outside Sales Representative

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PROFESSIONAL SUMMARY

Energetic and results-oriented Outside Sales Representative with 2 years of hands-on experience in driving sales growth and nurturing client relationships. Skilled in identifying customer needs and delivering customized solutions that enhance satisfaction and loyalty.

WORK EXPERIENCE

Outside Sales Representative Apr / 2024-Ongoing
Quantum Solutions LLC 📍 Phoenix, AZ

1. Initiated and expanded a customer base from 4,000 to a projected 2 million in revenue by 2018 through targeted prospecting.
2. Analyzed sales data to identify trends and opportunities, leading to strategic adjustments in sales approach.
3. Trained clients and their teams on product features and benefits, enhancing product understanding and usage.
4. Maintained communication with customers to secure timely payments and manage account statuses effectively.
5. Countered market price increases by emphasizing product value and service quality to retain customers.
6. Managed the entire sales process, from quoting to delivery, ensuring seamless transactions for clients.
7. Provided accurate estimates and quotes, aligning product offerings with client needs and expectations.

Sales Account Manager (Outside Sales) Apr / 2023 - Apr / 2024
Cactus Creek Solutions 📍 Phoenix, AZ

1. Developed and nurtured strong relationships across 170 accounts in the Southwest Wisconsin/Northeast Iowa territory.
2. Served diverse markets, including industrial and healthcare, by tailoring solutions to meet specific customer needs.
3. Represented company values while ensuring customer satisfaction and loyalty through consistent service.
4. Delivered competitive quotes on over 5,000 stock items, maximizing profit margins while meeting customer expectations.
5. Identified and proposed solutions to streamline customer operations, enhancing their overall efficiency.
6. Educated customers through training and demonstrations, fostering a deeper understanding of product applications.

EDUCATION

Bachelor of Business Administration Apr / 2022 - Apr / 2023
University of Wisconsin-Madison 📍 Chicago, IL
Focused on marketing and sales strategies, enhancing skills in customer engagement and business development.

SKILLS

Presentation Skills

Relationship Building

Client Acquisition

Client Needs Assessment

Follow-up Strategies

Sales Pipeline Management

INTERESTS

Gaming

Fashion

Film

Technology

STRENGTHS

Fairness

Flexibility

Forward-thinking

Gratitude

LANGUAGES

English

Polish

French

ACHIEVEMENTS

- ★ Achieved 120% of annual sales target through effective prospecting and relationship-building.
- ★ Increased customer retention rates by 30% through personalized follow-up and support.
- ★ Successfully onboarded 50+ new clients, contributing to a 15% revenue growth in the territory.