Jane Dough

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## Software Sales Specialist: Rapid Territory Growth

Experience selling education solutions to C-level buyers ◼ Quota-surpassing sales results year-over-year

* Software sales “hunter” recognized for developing and executing on account plans to drive deals forward and deliver maximum revenue potential.
* Trusted customer advisor; strive to uncover business requirements to recommend and effectively sell value-based software solutions.
* Process-based sales leader; design and implement sales strategies and manage all phases of the sales cycle, from prospecting and qualifying leads to building relationships and closing large-dollar deals.

### Sales Skills

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| * Enterprise Solution Sales
* B2B & B2C Sales
* Lead & Referral Generation
 | * Customer Relations
* Account & Territory Management
* Client Acquisition & Retention
 | * Professional Presentations
* Contract Negotiations
* Salesforce.com
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### Professional Experience

ABC COMPANY — Sometown, WA ◼ **Sales Representative,** 2012 to Present

Grow revenues within 12-state region through sales of company’s proprietary campus management and school administration software to educational institutions.

Met or exceeded $1M monthly quota throughout tenure

* Achieved **145% over personal production goal** and 115% over team production goal in 2016.
* Generated **$17.5M in sales in 2016,** winning honor as company’s #1 outside sales producer.
* Added a total of **175 new accounts** while expanding business from existing accounts.
* Ranked in the **top 5** among 150 inside and outside sales reps every month of tenure.
* Inducted into **President’s Round Table** for record-breaking sales performance.

DEF COMPANY — Sometown, WA ◼ **Strategic Account Manager,** 2007 to 2012

Expanded customer base through phone, online and in-person sales presentations to manufacturing industry customers. Qualified leads, performed demos and trained users.

Sold solutions requiring long sales cycles, product implementation, integration and user support

* Surpassed monthly quota by an average of **136%.**
* Negotiated and **closed 7-figure deals** that had complex terms and price points.
* Boosted sales an **additional 5%** in 2012 by incorporating distributors into sales strategies; this approach was adopted companywide.

**Early Career:** Held administrative and retail sales roles at GHI Co, JKL Co and MNI Co.

### Education

someTOWN college ◼ **Major in Business Management**

Completed 45/60 credits toward AAS degree | Worked full-time concurrent with college