

Meera Patel

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A Sales Professional with entry-level experience specializing in lead generation, customer success, client relations, and cold calling. A proven track record of building rapport with sales prospects and upselling products to drive revenue growth. Adept at tracking sales data and creating reports using Salesforce CRM.

Education

Bachelor of Science (B.S.)
Marketing
University of San Diego, San Diego, CA
September 2017 – June 2021

Key Skills

- Lead Qualification
- Inside Sales
- Consultative Selling
- Cold Calling
- Salesforce CRM

Professional Experience

Inside Sales Representative

Decker Software, San Diego, CA | October 2022 – Present

- Generate over \$250K in annual sales for an HR software company, achieve 120% of quota in 2022, conduct up to 20 sales consultations per week, and utilize consultative selling techniques
- Educate sales prospects on software product benefits, conduct research on customer business needs, deliver product demonstrations, and upsell products to increase monthly sales revenue by 20%
- Track and manage sales data, customer accounts, and consultations using Salesforce

Inside Sales Representative

State Farm Insurance, San Diego, CA | June 2021 – October 2022

- Interfaced with 100+ sales prospects per week, scheduled sales consultations, educated prospects on products and services, and achieved 110% of annual sales quota
- Established rapport with sales prospects, built positive long-term relationships, and provided information to customers on potential benefits of insurance plans and policies