

Katherine Marconi

123 Your Street, Pittsburgh, PA 15213 | youremail@example.com | (123) 456-7890

Goal-oriented sales professional with two years of experience in outside sales. Proficiency in tracking sales data and preparing reports with Microsoft Office and Salesforce CRM. Experience as a cashier provides a strong background in handling customer objections, providing after-sales service and resolving customer complaints. Completed bachelor's degree in business management with an emphasis in marketing in 2017.

Education

Bachelor's Degree in Business Management, GPA 3.75

University of Pittsburgh Pittsburgh, PA, 2017

DECA Sales Competition (2nd Place)

- Competed against 27 other college students in a sales competition sponsored by the Distributive Education Clubs of America, achieving a second-place finish in the sales category
- Demonstrated sales skills by delivering a mock sales presentation to a panel of contest judges
- Prepared a written report explaining the sales techniques used and why they were selected

Key Skills

- Lead qualification
- Product research
- Public speaking
- Report writing
- Sales techniques

Professional Experience

Outside Sales Representative

Decker Software, Pittsburgh, PA | March 2018 - Present

- Qualify leads via telephone and email
- Educate prospects on Decker's software solutions, including product demonstrations and Q&A sessions
- Provide after-sales service to customers

Cashier

Sunshine Market, McKeesport, PA | June 2017 - January 2018

- Resolved customer complaints and answered questions regarding store hours and services
- Scanned an average of 34 items per minute, exceeding target rate by 58%
- Processed credit transactions and managed large sums of cash