

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

Profile

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.

Key Skills

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

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

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