

PIPPA BLACKWELL

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Diligent sales representative with 8+ years of sales experience and five years in a senior position. Exceptional strategic ability with a talent for identifying and pursuing new revenue streams. Motivational and assertive leader with the ability to quickly adapt to new industries and acquire detailed product and service knowledge.

PROFESSIONAL EXPERIENCE

SENIOR TERRITORY SALES REPRESENTATIVE

Tradesmen International Incorporated, Burlington, VT | June 2015 - Present

- Oversee a team of 12 junior sales reps, conducting performance management reviews and providing professional development sessions
- Generate strategies to reach new audiences, increasing the territory's clients by 32% last year
- Collaborate with senior management to explore potential business opportunities, boosting revenue by 45% over three years
- Manage 35 high-volume clients and maintain close, enduring professional relationships

SALES REPRESENTATIVE

Curtis Lumber, Burlington, VT | July 2012 - June 2015

- Met with clients to diagnose their needs and suggested suitable solutions for their requirements and business challenges
- Handled complaints promptly and efficiently, retaining 76% of clients following a satisfactory resolution
- Answered client queries professionally in-person and via email and telephone
- Prospected for new clients using professional networking and promotional events

EDUCATION

Bachelor of Science in Business Management

University Of Vermont, Burlington, VT | September 2006 - July 2008

Master of Business Administration

University Of Vermont, Burlington, VT | September 2006 - June 2006

KEY SKILLS

- Prospecting
- Strategic planning
- Leadership and training
- Relationship management
- Strong sales ability
- Fast learning ability