

# ALLYSE ROBINSON

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An Outside Sales Representative with five years of experience within the technology sales space, specializing in consultative selling, lead generation, and sales strategy. A proven track record of building relationships with client accounts to pitch value-added services, drive customer success, and improve sales conversions.

## EDUCATION

### BACHELOR OF ARTS (B.A.) MARKETING

University of San Francisco,  
San Francisco, CA  
September 2012 - May 2016

## KEY SKILLS

- Account Management
- Consultative Selling
- Technology Sales
- Account Development
- Customer Success

## CERTIFICATIONS

- Salesforce Certification, Udemy, 2017

## PROFESSIONAL EXPERIENCE

### OUTSIDE SALES REPRESENTATIVE

Westline Technology Solutions,  
San Francisco, CA  
May 2018 – Present

- Conduct consultative sales meetings with 15+ high-value prospects per week, travel across California, New York, and Washington to meet with potential customers, and generate over \$700K in new business YOY
- Achieve 130% of quota in 2018, 120% in 2019, 140% in 2020, and 135% in 2021 by identifying opportunities to develop accounts and provide value-added services
- Deliver training to a team of 20 inside and outside sales representatives on technology sales techniques and upselling tactics, resulting in a 15% increase in conversions

### OUTSIDE SALES REPRESENTATIVE

Sunnyvale Technology Inc.,  
Sunnyvale, CA  
May 2016 – May 2018

- Drove the development of new business and upsold products and services to improve the profitability of existing accounts by up to 20%
- Attended meetings with at-risk accounts to resolve issues and retain customers within territory, which prevented \$300K in lost business