

Jessica Lang

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Sales Professional with 5+ years of experience. Consistently generate 100%+ of revenue and profit goals in competitive markets. Skilled at partnering with other departments on new process solutions for improved quality and efficiency. Highly organized, balancing and prioritizing various tasks in a fast-paced environment. Adapt readily to new work challenges and industry conditions.

Education

Associate Degree – Economics
Nashville State Community College,
Nashville, TN

Key Skills

- Account & Territory Management
- Client Satisfaction & Retention
- Consultative Sales Methods
- Contract Negotiation
- Cross-Functional Collaboration
- Customer Service & Relations
- New Client Prospecting
- New Market Penetration
- New Product Launch & Promotion
- Partnerships Development
- Process Improvement
- Productivity & Efficiency Gains
- Revenue & Profit Growth
- Team Collaboration

Career Highlights

Sales Consultant

QLK Corporation, Nashville, TN | September 2019 to Present

- Introduced best practices that streamlined new client intake procedures, driving a 12% efficiency gain. Won "Sales Innovator" award in May 2021 for contribution
- Negotiated and secured lucrative contracts with five major new clients
- Played key role in successful launch of nine products, allowing company to penetrate three new high-potential markets
- Increased client retention by nearly 20% in six months

Sales Associate

WPS Inc., Nashville, TN | July 2017 to August 2019

- Helped drive a rapid turnaround for a large territory, reversing a 7% decline trend and restoring positive customer relations
- Exceeded quota by 26% (\$200K) in 2018