
Business To Business Sales Resume

Job Objective

Seeking an opportunity to work as Business to Business Sales Representative to utilize my sales ability, excellent communication and account management skills in achieving organizational goals.

Highlights of Qualifications:

- Huge experience selling in a quota driven, team environment
 - Strong ability to achieve sales quotas
 - Exceptional ability to close new business
 - In-depth knowledge of customer and market dynamics and requirements
 - Strong and engaging interpersonal communication skills
 - Strong Sales and Closing Skills
 - Solid computer skills
 - Goal-oriented and self-motivating
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Professional Experience:

Business to Business Sales Rep
Netpage Inc., Atlanta, GA
August 2005 – Present

- Placed calls to new and current business customers.
- Recognized customer needs through open-ended questions.
- Presented customer service support to customers.
- Administered sales funnel and developed partnerships with the customer base.
- Administered marketplace and competitors.
- Achieved sales goals and quality targets.

Business to Business Sales Rep
Dialogue Marketing, Inc., Atlanta, GA
May 2000 – July 2005

- Travelled and visited client locations.
 - Finished daily card scanning and entered 50 plus daily activities.
 - Followed up on leads and prospects for small commercial business.
 - Provided large commercial sales leads to Key Account Sales Manager.
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Education:

Bachelor's Degree in Business Administration, Michigan State University, Michigan, MI

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