
Inside Sales Representative Resume

Job Objective

To secure a position as Inside Sales Representative with established firm in which I can continue to grow and excel in this field for the good of the company.

Highlights of Qualifications:

- Extensive experience in inbound and outbound sales practices
 - Operational knowledge of lead generation
 - Good understanding of customer needs and requirements
 - Ability to provide accurate quotes and product information to customers
 - Ability to manage entire sales process from prospecting through close
 - Ability to manage in high activity and high transaction environment.
 - Solid time management and organizational skills
 - Amazing negotiation and closing skills
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Professional Experience:

Inside Sales Representative
Carter Companies, China Grove NC
November 2006 – Present

- Managed with field counterpart and advanced account plans.
- Recommended alternative business solutions.
- Managed cross functional and segment resources and coordinated with prospects and passed them on to sales manager.
- Handled documentation of leads.

Inside Sales Representative
IBM, China Grove NC
February 2001 – October 2006

- Marketed IIS suite of products to prospects and customers.
 - Handled customer problems and qualified inbound leads.
 - Extracted companies and contacts for cold call lists.
 - Coordinated with Marketing with regard to specific campaigns.
 - Scheduled appointments with key decision makers.
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Education:

Bachelor's Degree in Sales
Santa Clara University, Santa Clara, CA

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