
Outside Sales Representative Resume

Job Objective

To use my extensive training to acquire a position as Outside Sales Representative with reputable company.

Highlights of Qualifications:

- Extensive sales experience and remarkable customer facing experience
 - Knowledge of customer business needs
 - Proven business-to-business outside sales track record
 - Ability to prioritize and manage multiple tasks and deadlines
 - Ability to multi-task and communicate with others
 - Efficient professional approach
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Professional Experience:

Outside Sales Representative
Ahern Rentals Inc, Jackson MS
November 2006 – Present

- Managed customer satisfaction and coordinated with Outside Sales Manager to resolve concerns.
- Handled prospects and innovated marketing plans.
- Managed Waste Management sales productivity software tools.
- Formulated complex proposals and recommended on equipment optimization.
- Suggested customer solutions.

Outside Sales Representative
Interline Brands, Jackson MS
February 2001 – October 2006

- Formulated new business opportunities and established add-on business with present customers.
 - Maintained updated knowledge base of entire product line and participated in product related training programs.
 - Coordinated with inside sales representatives.
 - Aided branch manager with innovation of business ideas.
 - Imparted price quotes to customers.
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Education:

Bachelor's Degree in Sales
Arkansas Northeastern College, Blytheville, AR

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