
Regional Sales Representative Resume

Job Objective

Seeking the right company in which to fill the position of Regional Sales Representative and utilize my skills and training in this field to their fullest.

Highlights of Qualifications:

- Remarkable outside sales and technical sales experience
 - Ability to manage entire sales lifecycle
 - Ability to achieve and exceed sales goals
 - Excellent track record of exceeding sales quotas
 - Proficient with computer programs and MS Office applications
 - Strong verbal and written communication skills
 - Excellent negotiation and presentation skills
 - Superior listening and telephone presentation skills
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Professional Experience:

Regional Sales Representative
MS Inspection & Logistics, Inc, Bridgeville PA
November 2006 – Present

- Generated fresh business leads and recorded activities in CRM.
- Assisted Regional Director of Sales.
- Imparted updates with regard to sales activities and fresh business developments.
- Coordinated in industry events.

Regional Sales Representative
Metals & Mining Company, Bridgeville PA
February 2001 – October 2006

- Delegated to meet or exceed monthly sales targets.
 - Authorized to manage a strong pipeline with daily calling activities.
 - Handled sales proposals, negotiation with client and closing of deals.
 - Organized outbound prospecting calling campaigns and managed consistent sales pipeline.
 - Monitored business development activity.
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Education:

Bachelor's Degree in Business Management
Midwestern State University, Wichita Falls, TX

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