
Telephone Sales Representative Resume

Job Objective

To obtain a position as Telephone Sales Representative with growing firm in which to enhance my skills and help company grow.

Highlights of Qualifications:

- Extensive B2B sales and telesales experience
 - Solid understanding of the consultative telephone sales approach
 - Ability to operate a computer and telephone systems
 - Ability to update data into computer fields and handle contact management systems
 - Ability to make cold call and actively grow a business
 - Ability to prepare presentations, proposals and sales contracts
 - Ability to develop and maintain sales materials
 - Ability to review, synthesize, analyze and make decisions
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Professional Experience:

Telephone Sales Representative
FoodScience Corporation, Atlanta GA
November 2006 – Present

- Reviewed prospects and managed calls.
- Marketed services to customers and prospects and handled queries.
- Managed proper work environment.
- Handled operations.

Telephone Sales Representative
Crisis Prevention Institute, Atlanta GA
February 2001 – October 2006

- Handled feedback of customers over the phone and even coordinated with customers who are canceling business.
 - Informed customers about scheduled applications.
 - Managed price quotations and marketed the products.
 - Ensured sales and arranged delivery date.
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Education:

Bachelor's Degree in Sales
East Tennessee State University, Johnson City, TN

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