

MICHAEL GRANT

Enterprise Sales Representative



(312) 555-1234



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Chicago, IL, United States

Education

Bachelor's Degree in Business Administration


2011 - 2015


University of Illinois at Chicago, United States


Certified Professional Salesperson (CPSP)


Sales Management Association-
, Certification Date: January 2020


Skills

Sales Forecasting and Reporting 

CRM Software (Salesforce, HubSpot) 

B2B Negotiation and Closing 

Lead Generation and Account Management 

Excellent Communication and Presentation Skills 

Professional summary

Dynamic and results-driven Enterprise Sales Representative with 9+ years of experience in managing multi-million-dollar deals. Proficient in strategic sales planning, negotiation, and closing high-value deals with Fortune 500 clients. Seeking a senior position to leverage my expertise in driving revenue and expanding market share.

Experience

Tech Solutions Corp.

June 2019 - Now

United States, Chicago, IL

Enterprise Sales Representative

- Manage the complete sales cycle, from prospecting to closing, for enterprise-level clients.
- Develop custom proposals and negotiate contracts to secure large deals.
- Foster strong relationships with key stakeholders, resulting in a 30% increase in repeat business.
- Achieve 120% of annual sales targets, contributing to overall team growth.

Innovative B2B Solutions

January 2016 - May 2019

United States, Chicago, IL

Sales Executive

- Increased sales revenue by 40% within the first year by targeting high-value clients.
- Led product demonstrations and training sessions to ensure client satisfaction and product adoption.
- Worked closely with the marketing team to refine lead generation strategies.