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DAVID ANDERSON

Tech Sales Representative



(312) 555-7890



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Chicago, IL

Education

Bachelor of Business Administration

2014 - 2018

University of Illinois at Chicago

Google IT Support Professional Certificate

2021

HubSpot Inbound Sales Certification

2020

Skills

B2B Technology Sales

Lead Generation & Qualification

CRM Proficiency (Salesforce, HubSpot)

Sales Presentations & Demonstrations

Client Relationship Management

Links

LinkedIn: /in/davidanderson

Portfolio: davidandersonsales.com

Professional summary

Results-driven Tech Sales Representative with 7+ years of experience in B2B technology sales, excelling in client acquisition, relationship management, and meeting revenue targets. Adept at presenting technical solutions to diverse clients and closing deals in high-pressure environments.

Experience

TechWave Solutions, Chicago, IL

March 2020 - Now

Tech Sales Representative

- Achieved 115% of annual sales targets in 2022, generating over \$1.2M in new business.
- Cultivate relationships with over 200 small and mid-sized business clients, improving retention rates by 20%.
- Deliver compelling sales presentations, demonstrating ROI for cybersecurity and cloud storage products.
- Partner with the marketing team to launch a targeted campaign, increasing qualified leads by 35%.

Innovative Tech Corp, Schaumburg, IL

June 2018 - February 2020

Junior Sales Associate

- Supported senior sales representatives by managing a \$500K client portfolio and exceeding upsell goals by 25%.
- Conducted market research to identify potential prospects in the education and healthcare sectors.
- Scheduled and participated in product demonstrations, helping close contracts with 15 new clients.
- Improved team performance by creating a standardized follow-up process, increasing prospect conversions.