

INSIDE SALES REPRESENTATIVE

Experience

Company Name March 2012 to Current Inside Sales Representative

City , State

- Currently selling the suite of OpenTable products to an assigned territory with a concentration in Chicago, Minneapolis, and Milwaukee.
- Utilize a consultative approach to communicate the features and benefits of OpenTable products and services.
- Effectively meet sales results by various means such as cold-calling, presenting at company sponsored seminars, following up on company provided leads, meeting in person with restaurant owners, and networking with field representatives along with leveraging customer service into upselling opportunities.
- Solid understanding of OpenTable Electronic Reservation Book and its competitive advantages.
- Met or exceeded monthly, quarterly, and yearly quota for calendar year 2012(125%), 2013(108%) and 2015(100%).
- Proficient understanding of salesforce.com CRM application and pipeline management.
- Promoted to Sales Representative from Sales Coordinator within first 6 months of employment.

Company Name August 2009 to February 2012 Asset Manager

City , State

- Managed a \$50M portfolio of real estate properties.
- Represented investors, developers and business owners in leasing residential and commercial space.
- Increased company profile with existing client base while networking extensively to forge new alliances to provide multi-faceted real estate services.
- Financial reporting and owner summaries for 700 units of mixed multifamily and commercial properties.
- Developed and negotiated specific project plans for new builds and remodels.
- Weekly property evaluations including special project coordination.
- Managed and trained a team of 6 sales, maintenance, and housekeeping personnel.
- Organized, hosted and led company sponsored events.

Company Name February 2008 to May 2009 Property Manager

City , State

- Represented preferred developers and multi-unit operators including The University of Canterbury, New Zealand.
- Directed and managed a portfolio of 100+ units of university housing.
- Residential lease negotiations.
- Rent collection and financial reporting to operators.
- Updated new and expired documentation as needed.

Company Name August 2005 to February 2008 Business Banking Specialist

City , State

- Responsible for managing and retaining existing relationships and generating new business in the Business Banking market segment.
- Cross-sold bank products, executed strategies with calls and site visits; provided needs assessment, customer qualification and meeting follow-up to maintain, enhance and expand customer relationships.
- Serviced the credit and non-credit financial needs of existing clients.
- Personally interviewed applicants, and closed various types of SBA loans.
- Managed all aspects of location and cultivation of new deposits and loans.
- Analyzed call logs and sales numbers in compliance with targeted sales quotas.

Education

Colorado State University May 2014 BA : Business Administration Management City , State Business Administration Management

Skills

approach, Banking, benefits, Book, cold-calling, competitive, credit, client, clients, customer service, documentation, features, financial, Financial reporting, managing, market, needs assessment, negotiations, networking, personnel, presenting, project coordination, project plans, real estate, selling, Sales, salesforce.com CRM, seminars