

Aria Patel

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SUMMARY

Results-driven Inside Sales Representative with over 5 years of experience in technology sales. Proven track record of exceeding sales targets by an average of 30% annually through strategic prospecting and relationship-building.

EXPERIENCE

Inside Sales Representative

Jan 2022 - Present

Tech Innovations Inc., San Francisco, CA

- Increased annual sales revenue by 35%, contributing to a \$1.5 million growth.
- Developed and maintained strong relationships with over 100 clients, achieving a 90% customer retention rate.
- Utilized Salesforce CRM to track leads and manage customer interactions, improving response time by 20%.

Sales Associate

Jun 2018 - Dec 2021

Digital Solutions Corp., San Diego, CA

- Achieved 150% of sales quota in 2020, recognized as 'Top Sales Performer' for three consecutive quarters.
- Implemented data-driven sales strategies that led to a 25% increase in lead conversion rates.
- Conducted market research to identify new business opportunities, generating an additional \$500,000 in revenue.

Sales Intern

Jan 2017 - May 2018

Startup Hub, Los Angeles, CA

- Supported the sales team in generating leads, resulting in a 30% increase in outreach efforts.
- Assisted in the development of sales presentations, contributing to successful pitches to key clients.
- Learned CRM software functionalities, which improved data entry efficiency by 15%.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Salesforce, CRM Management, Data Analysis, Lead Generation

Tools & Frameworks: Microsoft Office Suite, HubSpot, ZoomInfo