

Aisha Patel

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SUMMARY

Results-driven sales representative with over 5 years of experience in B2B sales and a strong track record of exceeding sales targets. Skilled in relationship building, data analysis, and strategic selling to optimize revenue growth.

EXPERIENCE

Sales Representative

Jan 2022 - Present

Tech Innovators Inc., San Francisco, CA

- Achieved 120% of sales quota in 2022, generating an additional \$500K in revenue.
- Developed and implemented a new client onboarding strategy that reduced onboarding time by 30%.
- Utilized Salesforce CRM to track leads and sales performance, improving lead conversion rates by 15%.

Sales Associate

Mar 2019 - Dec 2021

Creative Solutions LLC, San Jose, CA

- Consistently exceeded quarterly sales targets by an average of 25% through strategic upselling.
- Conducted market research to identify new opportunities, resulting in a 20% increase in market share.
- Trained and mentored new sales associates, enhancing team performance and cohesion.

Sales Intern

Jan 2018 - Dec 2018

Global Enterprises, Los Angeles, CA

- Supported the sales team in lead generation, contributing to a 10% increase in sales.
- Assisted in preparing sales presentations and proposals, enhancing client engagement.
- Collaborated with the marketing team to align sales strategies with promotional campaigns.

EDUCATION

Bachelor of Science in Business Administration

May 2018

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

SKILLS

Technical Skills: Salesforce, CRM Software, Data Analysis, Market Research

Tools & Frameworks: Microsoft Office Suite, Google Analytics, HubSpot