

Amina Rodriguez

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SUMMARY

Dynamic and results-driven Senior Inside Sales Representative with over 7 years of experience in driving sales growth and managing high-performing sales teams. Proven track record in developing strategic client relationships, leveraging CRM tools, and exceeding sales targets by up to 30%.

EXPERIENCE

Senior Inside Sales Representative

Jan 2022 - Present

Tech Innovations Inc., San Francisco, CA

- Increased annual sales by 35%, contributing an additional \$1.2M to company revenue.
- Led a team of 5 junior sales representatives, enhancing team performance and achieving a 20% increase in lead conversion.
- Implemented a new CRM system that improved sales process efficiency and reduced administrative tasks by 15 hours per week.

Inside Sales Representative

Jun 2018 - Dec 2021

Global Solutions Corp., Los Angeles, CA

- Achieved 150% of sales quota in 2020, generating \$900K in revenue.
- Developed and executed targeted email marketing campaigns, resulting in a 25% increase in customer engagement.
- Trained and mentored new hires, successfully improving onboarding efficiency by 40%.

Sales Associate

Aug 2016 - May 2018

Innovative Tech Co., San Diego, CA

- Consistently exceeded monthly sales targets by an average of 20% over two years.
- Utilized Salesforce to track sales activities, leading to improved pipeline management and forecasting accuracy.
- Participated in cross-functional teams to enhance the customer experience, resulting in a 15% increase in customer satisfaction scores.

EDUCATION

Bachelor of Science in Business Administration

May 2018

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

SKILLS

Technical Skills: Salesforce, HubSpot, Data Analysis, Lead Generation

Tools & Frameworks: Microsoft Office Suite, Google Workspace, Zoom