

Jamal Thompson

jamal.thompson@example.com • (555) 123-4567 • Atlanta, GA • linkedin.com/in/jamal-thompson

SUMMARY

Dynamic and results-driven Senior Outside Sales Representative with over 8 years of experience in B2B sales. Proven track record of exceeding sales targets by an average of 30% year-over-year through strategic relationship-building and effective negotiation skills.

EXPERIENCE

Senior Outside Sales Representative

Jan 2022 - Present

Tech Solutions Inc., Atlanta, GA

- Increased territory sales by 40%, generating an additional \$1.2 million in revenue within the first year.
- Developed and maintained relationships with key accounts, resulting in a 25% increase in customer retention.
- Implemented a CRM system that improved lead tracking and follow-up efficiency, reducing response time by 50%.

Outside Sales Executive

Jun 2018 - Dec 2021

Innovate Marketing Group, Atlanta, GA

- Achieved 150% of sales quota, resulting in recognition as Top Sales Performer for 3 consecutive years.
- Secured partnerships with 10 new clients, contributing to a 15% growth in market share.
- Conducted market analysis to identify trends and opportunities, leading to the successful launch of 3 new products.

Sales Representative

May 2015 - May 2018

Global Supply Co., Atlanta, GA

- Consistently exceeded monthly sales goals by an average of 20%, contributing to a \$500,000 sales increase.
- Established a streamlined sales process that reduced lead conversion time by 30%.
- Provided training and mentorship to junior sales staff, fostering a collaborative team environment.

EDUCATION

Bachelor of Science in Business Administration

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

Technical Skills: Salesforce, CRM Management, Data Analysis, Negotiation Techniques

Tools & Frameworks: Microsoft Office Suite, HubSpot, LinkedIn Sales Navigator