A highly motivated sales professional with over 7 years of experience in creating enterprise sales strategies, sales representations, strategic lead generation, effective liaising, and creative marketing. Exceeded sales goals by 20% each quarter.

510 Madison St Provo, UT

**Nationality**: American

**T:** 622-383-4784

**M:**  dana.anderson@gmail.com

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Dana Anderson

Sales Representative

 **Experience**

**Experience** **Winejoy—** **Sales Manager**

May 2018–Present

Mentoring, coaching, and supporting a team of over 15 Account Managers.

Oversee various business development initiatives for improvement of the annual sales volume.

Maintained accurate tracking of sales and budget costs.

Organization of training seminars on pricing strategies that lead to a 10% increase.

Cold called over 30 potential clients, with a closing rate of up to 20%.

 **Education**

**Education** **Bachelor of Science in Retail and Sales Management —Grand Valley State University**

 June 2015 / Gpa :3.9

 **Skills**

* Maintain profitable and amicable relationships / Contract and deal negotiation /
* Closing deals / Lead generation/ Cold-prospecting

**Certificates and licenses**

Certified Inside Sales Professionals (CISP) from AA-ISP

Certified Sales Leadership Professional (CSLP) from SMA

Certified Professional Sales Person (CPSP) from NASP

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Certified Sales Leadership Professional (CSLP) from SMA

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 **Languages**

* English, German, Spanish