Julia Smith

Inside Sales Assistant

Profile

Enthusiastic Inside Sales Assistant looking to secure a new position at an organization where I can use my skills, training, and knowledge. Excellent communication skills and ready for a challenging role and make a lasting contribution to its success.

Employment History

Inside Sales Assistant at M3Capital, Grumo Nevano

January 2019 — February 2021

Responsible for utilizing the knowledge with selling skills to identify opportunities, overcome objections, and build relationships within the ITC division of the company with a clientbase of 300 SME's

- Developed a successful telemarketing program that targeted vital decision-makers in purchasing.
- Due to the lack of marketing support created, I helped in creating marketing and sales support tools.
- Worked independently as well as assisting outside sales staff
- Able to build excellent rapport with clients over the phone

Inside Sales Assistant at Deutche Bank, East Los Angeles

February 2021 — February 2021

Tasked with providing expert assistance to sales staff by handling overflow from walk-in clients, mainiting current business after-sales service and cross selling to different customer segments from other product offerings.

- Diligent in providing accurate and competitive quotes to current and prospective clients
- Managed customer inquiries and helping to improve customer satisfaction
- Assessed customer's needs and then communicate information about relevant products and programs.
- Utilize the knowledge with selling skills to identify opportunities, overcome objections, and build relationships
- Develop and implement new company process's to ensure quality results and safety.

Education

Masters of Science in Marketing, Florida State University, Orland Park

February 2021 — Present

- Relevant Coursework: Sales Management, CRM Platforms, Lead Facilitation, Professional Selling, Sales Management,

Details

1515 Pacific Ave
Los Angeles, CA 90291
United States
3868683442
email@email.com

Place of birth
San Antonio

Driving license
Full

Links

Resume Viking
Resume.io

Skills

Close deals
Cold Calling
Product Knowledge
Recurring Business
Contract Management

Languages

English
Afrikaans

Hobbies

Tennis, Running, OCR

Bachelor of Science in Retail and Sales Management, Arlington University, Reston
January 2017 — December 2018

Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP), Online
February 2021 — February 2021

Accomplishment

- Performed 80 - 100 daily cold calls
- Exceeding the weekly cold call average by 4%
- Consistently adding between 12% to 15%d to the new business pipeline.