EMILY JOHNSON

ENTRY-LEVEL SALES

CONTACT

e.johnson@email.com ✉

(123) 456-7890 📞

Gainesville, FL 📍

LinkedIn in

EDUCATION

Bachelor of Science
Sales and Marketing
University of Florida
2020 - current
Gainesville, FL

SKILLS

Salesforce
Tableau
LinkedIn Sales Navigator
Microsoft PowerPoint
Hootsuite

CAREER OBJECTIVE

Seeking an entry-level sales position at Tech Data Corporation to leverage my foundation in managing marketing projects. Eager to apply my market analysis, automation, and team collaboration skills to maintain Tech Data's reputation as a global technology distribution leader.

PROJECTS

MarketTrends

Project Lead

2022

- Integrated third-party applications into Tableau, reducing the time taken to retrieve data by 18%.
- Automated all reporting processes, increasing data accuracy by 57% and report generation time by 61%.
- Used Salesforce to track project milestones, **maintaining a 94.2% project completion rate within each deadline.**
- Developed a customized dashboard for marketing teams to visualize trends, improving the decision-making by 39%.
- Presented the latest market statistics to project members, improving overall effectiveness of the project by 19%.

DigitalMarketing

Presenter

2021

- Designed engaging presentations with Microsoft PowerPoint each month for cross-functional teams, displaying monthly progress and an average audience count of 24.
- Leveraged LinkedIn Sales Navigator to identify and connect with marketing experts, **expanding the project's outreach by 17% and fostering valuable partnerships.**
- Assisted the marketing teams in developing 3 content marketing campaigns, increasing organic traffic to the project's official website by 28%.
- Led multiple surveys and focus group sessions to gather data, with a response rate of 81%, providing valuable insights into each member's feedback.
- Volunteered to host the project's first live webinar on the latest digital marketing trends with 112+ registrations and a 92% attendee satisfaction rate.