

EMILY WILSON

Sales Consultant

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☎ (123) 456-7890

📍 Blue Bell, PA

🌐 [LinkedIn](#)

WORK EXPERIENCE

Sales Consultant

Unisys

📅 2020 - current 📍 Blue Bell, PA

- Leveraged Salesforce for end-to-end tracking of the sales funnel, *leading to the closure of deals worth \$1.4M+ in the past year.*
- Analyzed sales trends and market segments with Tableau, identifying two new profitable niches and expanding the client base by 18%.
- Standardized contract templates with DocuSign, allowing quicker deal finalization and reducing post-sale discrepancies by 92%.
- Secured 6 major contracts, each worth \$247,371+, by using insights from LinkedIn Sales Navigator to engage with key decision-makers.

Outside Sales Representative

AmerisourceBergen

📅 2017 - 2020 📍 Chesterbrook, PA

- *Exceeded annual sales expectations by 21%*, consistently ranking in the top 7% of outside sales representatives in the region.
- Integrated Proposify to streamline the proposal process, cutting down the average sales cycle by 18%.
- Launched a segmented email campaign through Mailchimp, which catered to niche market segments, achieving a 22% open rate.
- Completed advanced sales training modules on MindTickle, contributing to a 13% improvement in sales negotiation tactics.

Inside Sales Representative

American Express

📅 2014 - 2017 📍 Philadelphia, PA

- Collected data insights through Seismic to identify and target high-conversion content, contributing to a 36% boost in closed sales.
- Initiated weekly Slack sales huddles to brainstorm strategies, resulting in an 11% uptick in team-wide sales.
- Executed 54+ daily outbound calls using an integrated Zoom dialer, *increasing the outreach rate by 38% and connecting with hard-to-reach prospects.*
- Conducted extensive research on 762+ accounts to pinpoint key decision-makers, leading to a 24% rise in successful outreach efforts.

EDUCATION

Bachelor of Science

Marketing

[University of Pennsylvania](#)

📅 2010 - 2014

📍 Philadelphia, PA

SKILLS

- Salesforce
- Seismic
- Mailchimp
- Zoom
- Tableau
- Proposify
- DocuSign
- Slack
- LinkedIn Sales Navigator
- MindTickle