David Taylor
Sales Consultant

d.taylor@email.com ✉
(123) 456-7890 📞
Fort Lauderdale, FL 📍
[LinkedIn](#) in

Work Experience

AutoNation, Inc. – Sales Consultant

2017 - current   Fort Lauderdale, FL

- Automated the sales content delivery through Bigtincan, improving presentations' engagement rates by up to 32%.
- Leveraged HelloSign's advanced encryption to protect customers' confidential information, increasing trust and boosting sales from security-conscious sectors by 16%.
- Analyzed campaign performance data using ActiveCampaign, **boosting overall campaign ROI by 29%.**
- Led an onboarding program with Brainshark, resulting in a 27% faster ramp-up time for new sales team members.

DCR Workforce – Sales Development Representative

2014 - 2017   Boca Raton, FL

- Qualified and processed 113+ leads per week, ensuring a steady pipeline for the sales team, resulting in a 22% increase in sales conversions.
- Implemented tailored sales campaigns in Zoho CRM, **leading to a 36% boost in warm leads**.
- Tracked the sales team's KPIs using InsightSquared, providing actionable insights that contributed to a 17% improvement in productivity.
- Organized weekly sales sprint planning sessions on Trello, improving goal alignment and increasing weekly target achievement by 24%.

ADT Inc. – Customer Service Representative

2012 - 2014   Boca Raton, FL

- Used RFPIO to draft and manage 372+ customer service proposals, **decreasing the average proposal turnaround time by 26%.**
- Leveraged Hunter.io to verify 5,831+ customer email addresses, reducing email bounce rates by 64% during outreach campaigns.
- Outperformed sales lead generation targets by 11% by identifying upsell opportunities during service calls.
- Hosted weekly virtual open-door sessions via GoToMeeting, addressing immediate customer queries, leading to a 37% decrease in ticket backlog.

Education

University of Florida – Bachelor of Science, Marketing

2008 - 2012   Gainesville, FL

Skills

- Zoho CRM; Bigtincan; ActiveCampaign; GoToMeeting; InsightSquared; RFPIO; HelloSign; Trello; Hunter.io; Brainshark