

# Olivia Campos

## Senior Sales Associate

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Experienced sales professional who has worked selling complex products to small businesses and consumers while exceeding sales targets. Excited about the prospect of joining Acme Corp to work in an enterprise sales environment.

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New York, NY

[in LinkedIn](#)

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## Work Experience

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### 80Twenty

Senior Sales Associate

2016 - current | New York, NY

- Partnered with field sales professionals to drive profitable growth and ensure customer satisfaction, exceeding sales targets by 7%
- Trained and mentored junior sales staff on company best practices and best practices in HubSpot to accurately document customer journeys
- Implemented best practices in HubSpot for each customer interaction to ensure no customers fell through the cracks during their sales journey
- Worked with management to continuously iterate and improve on sales script for different stages of the sales process to improve close rate by 15%

### Xero

Sales Associate

2012 - 2016 | New York, NY

- Executed outbound sales initiatives to small businesses to learn about their accounting and bookkeeping needs leading to a 5% customer close rate
- Worked to understand customer pain points with their current accounting solution and quickly highlighted how Xero software addresses those pain points
- Regularly assisted teammates on the sales staff whenever they were double booked or too busy
- Learned from the product management team to understand all different product offerings to quickly and accurately direct inbound leads to the appropriate products resulting in customer satisfaction 10% above target

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## Skills

- Results Oriented
- HubSpot CRM
- Microsoft Office (Excel, Powerpoint)
- Presentation Skills

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## Education

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### University of Texas at Austin

Bachelor of Arts, Communication

2008 - 2012 | Austin, TX