

Stella Foster

VP Business Development

s.foster@email.com

(123) 456-7890

Chalfont, PA

[LinkedIn](#)

WORK EXPERIENCE

AWeber - VP Business Development

2020 - current

Chalfont, PA

- Expedited operations into three new international markets, resulting in a ***total sales increase of \$1.2 million***
- Leveraged QlikView for profound sales data analysis
- Adopted Trello in managing project pipelines, curtailing project completion time by an average of 23%

Duolingo - Business Development Manager

2017 - 2020

Pittsburgh, PA

- Used Zoho CRM to track and manage leads, resulting in 82 new enterprise clients within the first year
- ***Heightened conversion rates by 26%*** through targeted ActiveCampaign email marketing automation campaigns
- Imposed Seismic for custom sales materials, pruning the sales cycle by 16%

Wawa Inc. - Senior Sales Coordinator

2015 - 2017

Media, PA

- Promoted team collaboration with Monday.com, improving project success rates by 18%
- Fortified sales territory management, resulting in an ***11% growth in regional sales***
- Spurred e-mail open rates by 17% by implementing ActiveCampaign

Dollar General - Sales Associate

2014 - 2015

Philadelphia, PA

- Cultivated 110 customer referrals and testimonials with ClientSuccess
- Utilized Hunter.io to prospect and identify 42 new potential customers
- Increased customer interest in promotions with ActiveCampaign email campaigns, raising sales attributed to emails by 13%

EDUCATION

University of Pennsylvania - Master of Business Administration

2012 - 2014

Philadelphia, PA

University of Pennsylvania - Bachelor of Science, Economics

2008 - 2012

Philadelphia, PA

SKILLS

Zoho CRM; QlikView; Seismic; Trello; ActiveCampaign; ClientSuccess; Icertis; Hunter.io; Microsoft Dynamics 365 Finance and Operations; Monday.com