






Emily Carter

Outside Sales Representative

Experienced outside sales professional with six years of success in building client relationships and expanding market presence. Adept at territory management and closing deals with high-value clients. Known for exceeding sales targets and delivering excellent customer service.

CONTACT INFORMATION

-  (333) 678-9012
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-  Denver, CO

KEY SKILLS

- Customer prospecting
- Market research
- Negotiation
- Pipeline management
- Territory growth

EDUCATION

Bachelor of Arts (B.A.) in Business
Management Arizona State University |
Tempe, AZ
May 2016

PROFESSIONAL EXPERIENCE

OUTSIDE SALES REPRESENTATIVE | PREMIER SUPPLIES, DENVER, CO AUGUST 2018 – PRESENT

- Achieved 150% of annual sales targets for three consecutive years by acquiring and retaining high-value clients
- Expanded territory coverage by 40%, leading to \$3 million in additional revenue
- Conducted market research to identify new opportunities and tailored strategies for client acquisition

SALES REPRESENTATIVE | DYNAMIC DISTRIBUTORS, PHOENIX, AZ MAY 2016 – JULY 2018

- Generated \$2 million in annual sales by building strong customer relationships and providing personalized service
- Created a pipeline management system that improved deal closure rates by 20%