







Nathan Carter

Senior sales representative with over 10 years of experience driving revenue growth in competitive B2B and business-to-consumer (B2C) markets. Adept at leading account strategy, negotiating high-value contracts, and mentoring sales teams to achieve exceptional results. Recognized for consistently exceeding quotas and expanding market share through innovative sales approaches.

CONTACT

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EDUCATION

Bachelor of Business Administration
Northeastern University May 2008

KEY SKILLS

- Account management
- Contract negotiation
- CRM systems (Salesforce, HubSpot)
- Lead generation
- Market analysis
- Sales strategy
- Team leadership

PROFESSIONAL EXPERIENCE

Senior Sales Representative | February 2016 - Present

GlobalTech Solutions, Boston, MA

- Spearheaded sales initiatives for a suite of enterprise-level software solutions, driving a 30% increase in annual revenue, equating to \$6 million in new business growth
- Negotiated high-value contracts for cloud-based SaaS products with Fortune 500 clients, achieving a 95% renewal rate year-over-year
- Led a team of 12 junior sales representatives, providing mentorship and training for the company's CRM platform, increasing team-wide quota attainment by 25%
- Implemented a data-driven sales strategy using advanced CRM analytics for a SaaS product, reducing the sales cycle by 15%

Account Manager | January 2012 - January 2016

MetroTech Systems, Providence, RI

- Managed a \$10 million client portfolio for IT infrastructure and computing solutions, expanding existing accounts by 20% through targeted upselling strategies
- Developed and executed territory growth plans for network management and cybersecurity services, adding 15 new accounts and increasing regional market share by 10%
- Built long-term client relationships through proactive communication, maintaining a 90% customer retention rate for managed services and enterprise solutions

Sales Associate | June 2008 - December 2011

TechLine Solutions, Hartford, CT

- Exceeded sales targets by 20%, contributing to \$3 million in annual team revenue
- Conducted product demonstrations and client consultations, resulting in a 40% conversion rate
- Collaborated with marketing teams to design promotional campaigns that boosted sales by 15%