



Liam Johnson

Software sales representative with seven years of experience driving B2B sales for cloud-based platforms. Proven ability to deliver product demos, close high-value contracts, and achieve consistent revenue growth. Adept at tailoring solutions to meet diverse client needs while fostering long-term relationships.

CONTACT

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 LinkedIn | Portfolio

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KEY SKILLS

- B2B Software as a service (SaaS) sales
- CRM systems (HubSpot, Salesforce)
- Contract negotiation
- Product demonstrations
- Revenue forecasting

PROFESSIONAL EXPERIENCE

Software Sales Representative | CloudPro Solutions, San Francisco, CA | February 2018 – Present

- Achieved \$3 million in annual revenue by consistently exceeding sales quotas by 25%
- Conducted 50+ product demonstrations monthly, resulting in a 40% close rate
- Negotiated long-term contracts with enterprise clients, increasing retention by 30%

Sales Associate | TechVision Software, San Jose, CA | May 2015 – January 2018

- Managed a portfolio of 30+ small and medium-sized businesses (SMB) clients, increasing annual subscription renewals by 20%
- Identified upselling opportunities, contributing to \$1million in additional revenue
- Streamlined sales processes using advanced CRM tools, reducing the sales cycle by 15%

EDUCATION

Bachelor of Science Computer Science
Stanford University | May 2015