






David Chen


Highly motivated outside sales representative with eight years of experience growing client bases and increasing revenue. Skilled in conducting in-person demonstrations, negotiating contracts, and expanding market presence. Consistently recognized for exceeding sales targets and delivering innovative solutions.

CONTACT

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 email@example.com

 LinkedIn | Portfolio

 Denver, CO 80202

KEY SKILLS

- Contract negotiation
- Lead generation
- Market research
- Sales presentations
- Strategic planning

PROFESSIONAL EXPERIENCE

August 2018 - Present

Outside Sales Representative | FieldPros Inc. | Denver, CO

- Achieved a 150% increase in sales revenue in three years by focusing on high-value clients
- Expanded client territory by 40%, adding 20+ new accounts
- Delivered in-person demonstrations and negotiated contracts, achieving a 60% close rate

January 2016 - July 2018

Sales Associate | WestCo Distributors | Boulder, CO

- Boosted sales revenue by 20% for industrial and construction supply products through targeted prospecting efforts and tailored solutions
- Developed and implemented strategies for managing a \$2 million client portfolio, focusing on bulk purchasing of hardware, machinery, and safety equipment
- Maintained a 90% client retention rate through proactive communication and follow-ups, ensuring continued satisfaction with product offerings and timely deliveries

EDUCATION

Bachelor of Marketing

University of Colorado | May 2015