



ISABELA MONER

INSIDE SALES REPRESENTATIVE

SUMMARY

Active and companionable inside sales representative with 5+ years of experience. Enjoy talking to people and setting up a partnership relationships. Looking for the job position in the company where I can implement my skills.

ACCOMPLISHMENTS

- Best Inside Sales Representative (2020)
- Most Promising Inside Sales Representative (2019)

CONTACT DETAILS

Home: 123-456-7890
Cell: 123-456-7890
hello@resumesbot.com
www.resumesbot.com
123 Anywhere Street, Any City,
State, Country 12345

WORK EXPERIENCE

Inside Sales Representative

RJH Management Group | 2019 - 2020

- Established strong rapport with clients via telephone to identify needs and present solutions
- Managed contracts and volume spreads
- Sourced new sales opportunities through inbound lead follow-up from call-ins, emails and food shows

Inside Sales Representative

Link Group USA | 2015 - 2019

- Maintained and updated CRM system (Sales Toolbox) for contacts, weekly call reports on most meaningful customer activities and customer projects
- Conducted market research on existing and prospect accounts to define customer unmet needs, pain points and identify new projects for growth
- Prepared and managed price quotations as well as follow up on quotations

SKILLS

- Team player
- Project management
- In-depth product knowledge
- Cold Calling & Telephone Sales
- B2B & B2C Sales
- Rapport Building on the Call
- Buyer-Seller Agreement
- Active Listening
- Time Management
- Post-Sale Relationship Management
- Referral Selling

ACADEMIC HISTORY

Boston University

MS in Applied Data Analytics

Boston University

Master of Arts in Teaching