

Jessa Owens

A results-driven sales and business development manager with 10 years of experience driving revenue growth, managing high-performing sales teams, and negotiating enterprise contracts.

JO

CONTACT



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LinkedIn | Portfolio



Seattle, WA 98101

EDUCATION

- BACHELOR OF SCIENCE (B.S.) IN MARKETING | UNIVERSITY OF WASHINGTON, SEATTLE, WA | JUNE 2011 - MARCH 2015**

KEY SKILLS

- B2B and business-to-consumer (B2C) sales**
- Lead generation and conversion**
- Account management**
- Revenue forecasting**
- Team leadership**

PROFESSIONAL EXPERIENCE

SALES AND BUSINESS DEVELOPMENT MANAGER | NORTHWEST TECH SOLUTIONS, SEATTLE, WA | MAY 2018 - PRESENT

- Led a 15-person sales team, increasing total revenue by 40% through improved lead conversion strategies
- Secured contracts with enterprise clients, generating over \$20 million in annual sales revenue
- Developed and implemented a data-driven sales process, improving forecasting accuracy by 30%

BUSINESS DEVELOPMENT ASSOCIATE | PACIFIC GROWTH PARTNERS, SEATTLE, WA | JUNE 2015 - OCTOBER 2017

- Prospected and onboarded 100+ new clients, increasing the company's market share by 25%
- Conducted sales training sessions that improved team efficiency and boosted quarterly revenue by 18%
- Negotiated long-term partnerships with key accounts, contributing to a 35% increase in client retention

CERTIFICATIONS

- Certified Sales Professional (CSP), National Association of Sales Professionals | January 2015