



Diana Sanders

Inside Sales Manager

Results-driven inside sales manager with six years of experience managing remote sales teams at Salesforce and Zoom. Proven track record of improving sales conversion rates by 18% and expanding market penetration by 12%. Skilled at CRM optimization and sales enablement.

CONTACT



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LinkedIn | Portfolio



City, ST 12345

KEY SKILLS

- Inside sales team leadership
- CRM strategy (Salesforce, HubSpot)
- Sales enablement & training
- Lead generation & qualification

PROFESSIONAL EXPERIENCE

Inside Sales Manager | Salesforce, San Francisco, CA

July 2018 - Present

- Manage a remote team of 10 inside sales representatives, improving conversion rates by 18%.
- Redesigned CRM processes in Salesforce, resulting in a 25% increase in lead response time.
- Launched a sales enablement program with role-play workshops, boosting quota attainment from 70% to 85%.

Inside Sales Representative | Zoom Video Communications, San Jose, CA

August 2016 - June 2018

- Generated and qualified 200+ leads per month, achieving a 15% increase in pipeline value.
- Utilized HubSpot to automate email nurturing campaigns, increasing open rates by 22%.
- Collaborated with marketing on targeted campaigns that grew new customer acquisition by 10%.

EDUCATION

Bachelor of Science in Business Administration

California State University, East Bay, Hayward, CA | May 2015

CERTIFICATIONS

Salesforce Certified Administrator, Salesforce, August 2019