



Julia Wood

Field Sales Manager

Ambitious field sales manager with seven years of experience at ADP and Paychex. Skilled in direct-to-business sales, territory planning, and consultative selling. Achieved a 28% increase in field-generated revenue and grew client base by 35%.

CONTACT



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LinkedIn | Portfolio



City, ST 12345

EDUCATION

Bachelor of Science in Business
Administration
Arizona State University, Tempe, AZ
May 2014

KEY SKILLS

- Direct-to-business consultative sales
- Territory planning & route optimization
- New client acquisition & retention
- CRM (Salesforce) & pipeline management

PROFESSIONAL EXPERIENCE

Field Sales Manager | ADP, Phoenix, AZ
August 2017 - Present

- Manage a field sales team of eight representatives, driving a 28% increase in annual field-generated revenue.
- Developed territory plans and route optimizations that improved client visit frequency by 20%.
- Expanded the client base by 35% through targeted prospecting and relationship management.

Field Sales Representative | Paychex, Phoenix, AZ
April 2014 - July 2017

- Achieved 115% of sales quota each quarter by providing consultative payroll and HR solutions to small and mid-market businesses.
- Conducted product demos and ROI analyses, leading to a 10% increase in upsell conversions.
- Managed CRM data to ensure pipeline accuracy, resulting in a 15% reduction in forecast variances.

CERTIFICATIONS

- Certified Sales Professional (CSP), Manufacturers' Representatives Educational Research Foundation (MRERF) | May 2016