




Frank Rogers

Sales Representative

Recent marketing graduate with a year of inside sales experience at a regional distributor. Comfortable on the phones, organized in the CRM, and looking for a territory I can grow into a quota-carrying role.

CONTACT INFORMATION

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KEY SKILLS

- Cold and warm outbound calling
- Salesforce, HubSpot CRM
- Microsoft Excel
- Account research and prospect lists
- Quote preparation
- Objection handling basics
- Written follow-up and email cadences

PROFESSIONAL EXPERIENCE

INSIDE SALES REPRESENTATIVE | GREATLAKES INDUSTRIAL SUPPLY, COLUMBUS, OH
2023 – PRESENT

- Handle inbound orders and reorder calls from about 140 small contractor accounts across Ohio and Indiana.
- Beat the team's outbound call target every month since month three, averaging 72 connects per week.
- Recovered \$48K in lapsed accounts during Q2 by working a stale-customer list nobody else wanted to call.
- Trained on a new ERP rollout and built a one-page cheat sheet that other reps still use during quoting.

SALES INTERN | BUCKEYE BEVERAGE DISTRIBUTORS, COLUMBUS, OH
SUMMER 2022

- Rode along with three field reps and shadowed 40+ retail visits across grocery and convenience accounts.
- Built a competitor shelf-share spreadsheet that the regional manager used in the next quarterly review.
- Drafted promo sell-in sheets for two new product launches.

EDUCATION

B.A. Marketing, The Ohio State University, 2023

HubSpot Inbound Sales Certification, 2023