



Emily Clark

Inside Sales

Early-career inside sales rep with 18 months of outbound experience selling HR software to small business accounts. Comfortable on the phone, quick to learn new product lines, and consistent about logging activity in CRM.

CONTACT INFORMATION



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EDUCATION

B.S., Business Administration,
Arizona State University, 2023

Inbound Sales Training, 2023

KEY SKILLS

- Cold calling and email prospecting
- Outreach.io sequences
- HubSpot CRM
- LinkedIn Sales Navigator
- Apollo.io
- Discovery questioning
- Objection handling basics
- Google Workspace

PROFESSIONAL EXPERIENCE

Inside Sales Representative | Brightcastle HR Cloud, Tempe, AZ
2023 - Present

- Booked 47 qualified demos in Q2 2024, the highest total on a team of nine reps.
- Made 70-85 outbound calls and 40 personalized emails daily using Outreach sequences.
- Closed 21 new-logo deals in first full year, contributing roughly \$312K in annual contract value.
- Kept CRM hygiene above the team benchmark and was cited by the RevOps lead as one of two reps with clean pipeline data.

Sales Development Intern | Meridian Fitness Supply, Phoenix, AZ
Summer 2022

- Researched and enriched 800+ prospect records for the enterprise team using LinkedIn Sales Navigator and Apollo.
- Shadowed AEs on discovery calls and built a short internal deck on common objections gyms raised about pricing.
- Delivered a final presentation on prospecting workflow that the team adopted for onboarding the next intern class.