

GT

George Torres

Inside Sales

CONTACT INFORMATION



(612) 555-0198



devon.ashworth@example.com



Minneapolis, MN 12345

EDUCATION

- B.A., Economics, University of Minnesota, 2018
- Sales Qualification Workshop, 2022

KEY SKILLS

- Salesforce and Gong
- MEDDPICC qualification
- Multi-stakeholder deal management
- Sales engineering coordination
- Forecasting and pipeline reviews
- Contract negotiation up to \$150K annual contract value
- Territory planning
- New-rep mentorship
- Outreach and SalesLoft
- Clari

ABOUT ME

Senior inside sales rep with seven years running mid-market SaaS cycles from prospect to signature. Consistent President's Club performer, comfortable with multi-stakeholder deals, and often tapped to onboard new reps.

PROFESSIONAL EXPERIENCE

SENIOR INSIDE SALES REPRESENTATIVE | HALCYON FIELD SERVICE SOFTWARE, MINNEAPOLIS, MN

2021 - PRESENT

- Finished 2023 at 141% of a \$950K new-business quota, closing \$1.06M across 38 deals.
- Owned the Great Lakes territory and grew it from \$1.2M to \$2.1M in annual bookings over three years.
- Averaged a 32-day sales cycle on mid-market deals by tightening discovery and running joint calls with sales engineering earlier in the process.
- Ran weekly deal-review sessions with three junior reps, helping two of them hit quota for the first time.
- Rebuilt the demo script for the field-service vertical after customer feedback showed the old version buried the scheduling module.

INSIDE SALES REPRESENTATIVE | PINEHURST LOGISTICS GROUP, ST. PAUL, MN

2018 - 2021

- Closed 96 new accounts across three years selling freight brokerage services to shippers with \$2M-\$20M in annual spend.
- Hit or exceeded quota in 11 of 12 quarters, with a career-best quarter of \$284K in gross margin bookings.
- Built a referral program with existing customers that generated roughly 15% of new pipeline in year three.
- Chosen as the sales-side rep on a cross-functional team that redesigned the customer onboarding email flow.