



Stellan Zhou

Sales Director

Sales professional with 2 years of experience managing teams across multiple territories, using Salesforce, HubSpot, and ZoomInfo to build and maintain pipeline coverage above 3x quarterly targets. Redesigned outbound prospecting sequences in Salesforce, increasing lead generation by 39.1%, while preserving \$371,400 in at-risk renewal contracts through rapid escalation resolution.

CONTACT INFORMATION

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 Montrose, CO 12345

KEY SKILLS

- Salesforce
- ZoomInfo
- HubSpot
- Territory Planning
- B2B Prospecting
- Pipeline Management
- Sales Forecasting
- Trade Show Representation
- Account Escalation Resolution
- Microsoft Excel

PROFESSIONAL EXPERIENCE

2025 - Present

Sales Director | Uncompahgre Valley Equipment Co., Montrose, CO

- Redesigned outbound prospecting sequences in Salesforce, increasing lead generation by 39.1% within the first 7 months.
- Managed a team of 6 account executives across 2 territories, conducting weekly one-on-ones and monthly pipeline audits.
- Maintained a 3.4x pipeline coverage ratio against quarterly targets by prioritizing high-intent prospects identified through ZoomInfo.
- Represented the company at 4 regional trade association meetings per quarter, generating an average of 13 qualified leads per event.
- Resolved escalated customer complaints within 48 hours on average, preserving \$371,400 in at-risk renewal contracts over 9 months.

2024 - 2025

Account Executive | San Juan Basin Services LLC, Durango, CO

- Grew territory lead volume from 31 to 44 qualified opportunities per month by refining outreach cadences in HubSpot.
- Coordinated sales activities for a 3-product line across 47 active accounts, logging all deal stages in Salesforce.
- Achieved a pipeline coverage ratio of 3.1x against a \$294,000 quarterly target during the final two quarters.

EDUCATION

Business Administration (BS), Marketing Concentration

Colorado State University, Fort Collins, CO | 2020 - 2024