

# Paul Leads

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## Inside Sales Representative

Accomplished Inside Sales Representative experienced at calling and selling into the C - Suite of America's most notable companies. Prolific cold caller and hunter. Able to find and acquire new customers and drive new revenue. Consistently met or exceeded quota. Skilled at using Web tools in concert with telephonic outreach to deliver presentations that resonate with potential clients. Able to consistently and quickly articulate a companies value proposition to prospects most likely to purchase based on research that indicates potential fit and interest.

### Skills

- Salesforce
- Web presentations
- Appointment setting
- Social media selling
- Cold calling
- Business Development
- Proposal writing
- Group presentations
- Account management

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**IBM, Chicago, IL.**

July, 2014 – Present

*Cloud Services*

### Business Development Representative

**Inside sales rep responsible for the sale of cloud services to media, software, medical and scientific companies**

- Sold 5 new clients in 30 day period.
- Exceeded quota by 20 % .
- Achieved top sales award by outperforming 9 other sales reps.
- Increased sales in my territory by 20 %.
- Used Salesforce, Web and presentation tools to find and sell new customers.
- Determined pricing, sent proposals to prospective new clients.
- Sold to CEO' and CMO's

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## Education

**University OF Illinois**

**2014**

**BA**

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