

# Nicky Grunder

Field Sales Representative

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## Education

### Bachelor of Business Administration in Sales and Marketing at Boston University, MA

Sep 2017 - May 2022

Relevant Coursework: Sales  
Management, Consumer  
Behavior, Digital Marketing,  
Advertising, Marketing Research,  
Business Analytics, Brand  
Management, and Strategic  
Marketing.

## Links

[linkedin.com/in/nickygrunder](https://www.linkedin.com/in/nickygrunder)

## Skills

CRM proficiency

Cold-calling

Territory management

Pipeline development

Negotiation expertise

Presentation mastery

Networking abilities

## Languages

English

Urdu

## Hobbies

## Profile

Highly motivated Field Sales Representative with 1 year of experience adept at building and maintaining strong customer relationships, identifying opportunities, and driving business growth. Proficient in presenting product demonstrations, negotiating deals, and meeting sales targets. Excellent communication, interpersonal, and problem-solving skills with a strong focus on customer satisfaction and loyalty.

## Employment History

### Field Sales Representative at Salesforce, MA

Feb 2023 - Present

- Achieved 120% of annual sales target by closing deals worth \$1.5M in revenue, making me the top-performing Field Sales Representative in the Massachusetts region.
- Expanded the client base by 30% within one year through targeted prospecting, strategic networking, and effective relationship building, resulting in a significant boost in the company's market share.
- Successfully negotiated and closed a high-profile deal with a Fortune 500 company, bringing in an additional \$500K in annual recurring revenue and securing a long-term partnership.
- Implemented a new CRM system for the sales team, which streamlined lead tracking and follow-up processes, ultimately increasing overall team productivity by 25%.

### Associate Field Sales Representative at Oracle, MA

Aug 2022 - Jan 2023

- Increased regional sales by 35% in one year, generating an additional \$2 million in revenue for Oracle, MA by acquiring 15 new clients and expanding business with existing clients.
- Successfully launched a new product line, contributing to a 25% increase in market share and a 40% increase in overall sales within a six-month period.
- Developed and implemented a comprehensive sales training program for new hires, resulting in a 20% improvement in sales performance and a 30% reduction in employee turnover rates.

## Certificates

### Certified Sales Professional (CSP)

Jan 2022

### Certified Inside Sales Professional (CISP)

Nov 2020

## Memberships