

# Tomorrow Lobritto

Independent Sales Representative

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59801

## Education

**Associate of Applied Science  
in Sales and Marketing at  
Flathead Valley Community  
College, Kalispell, MT**

Sep 2018 - May 2022

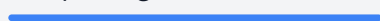
Relevant Coursework: Marketing Principles, Sales Techniques, Consumer Behavior, Advertising and Promotion, Market Research, Retail Management, E-Commerce, Social Media Marketing, and Business Communications.

## Links

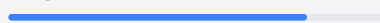
[linkedin.com/in/tomorrowlobritto](https://www.linkedin.com/in/tomorrowlobritto)

## Skills

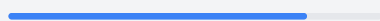
Prospecting



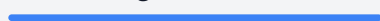
Negotiation



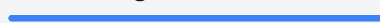
CRM (Customer Relationship Management)



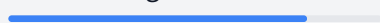
Cold-calling



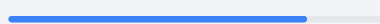
Networking



Time-management

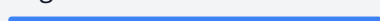


Presentation

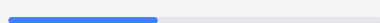


## Languages

English



Italian



## Profile

Results-driven Independent Sales Representative with 1 year of experience in building strong client relationships and delivering high-quality service. Demonstrated ability to identify business opportunities, develop sales strategies, and consistently exceed sales targets. Skilled in negotiation, market research, and time management. Passionate about driving business growth and providing exceptional customer experiences.

## Employment History

**Independent Sales Representative at Montana Independent Sales, MT**

May 2023 - Present

- Successfully exceeded annual sales target by 35% in 2019, generating over \$1.5 million in revenue by effectively promoting and selling products to clients across Montana.
- Established and maintained relationships with over 150 key accounts, resulting in a 25% increase in repeat business and contributing significantly to the company's overall growth.
- Developed and implemented a new sales strategy that increased overall customer satisfaction rate by 20%, leading to a higher retention rate and improved client relations.

**Junior Independent Sales Representative at Big Sky Sales & Marketing, MT**

Jul 2022 - Apr 2023

- Achieved 120% of sales target within the first year, generating over \$1.5 million in revenue for Big Sky Sales & Marketing, MT, and acquiring 75 new clients in the process.
- Successfully upsold and cross-sold products to 85% of existing clients, resulting in a 30% increase in sales and contributing to a 15% growth in overall company revenue.
- Implemented new client outreach strategies that led to a 25% increase in lead generation, resulting in a 10% higher sales conversion rate and securing 50 additional clients for the company.

## Certificates

**Certified Professional Sales Person (CPSP)**

Jun 2022

**Certified Inside Sales Professional (CISP)**

Jun 2021

## Memberships

**National Association of Sales Professionals (NASP)**