

# TZIPORA SHAE

Inside Sales Associate

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## PROFILE

Results-driven Inside Sales Associate with 1 year of experience in building strong customer relationships and consistently exceeding sales targets. Adept at identifying client needs, providing product knowledge, and closing deals. Proven ability to excel in fast-paced environments and collaborate effectively with team members. Strong communicator with exceptional interpersonal skills, committed to contributing to the company's growth and success.

## LINKS

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

## SKILLS

CRM proficiency

Cold calling

Pipeline management

Lead generation

Negotiation techniques

Product knowledge

Time management

## LANGUAGES

English

Indonesian

## HOBBIES

Photography

Gardening

## EMPLOYMENT HISTORY

### ● Inside Sales Associate at Demandbase, CT

May 2023 - Present

- Increased quarterly sales revenue by 25% in 2019 by effectively identifying and targeting high-value prospects, leading to a significant boost in the company's market share in the B2B marketing solutions sector.
- Closed a major deal with a Fortune 500 company, resulting in a \$1.2 million annual contract, which contributed to Demandbase's overall growth and expansion in the competitive ABM software market.
- Implemented a new lead qualification process that improved conversion rates by 15%, enabling the inside sales team to focus on high-potential opportunities and maximize their time spent on nurturing valuable relationships with clients.

### ● Junior Inside Sales Associate at Sandler Training, CT

Jul 2022 - Mar 2023

- Achieved 120% of sales target for three consecutive quarters, generating over \$500,000 in revenue for Sandler Training, CT.
- Successfully onboarded and trained 50 new clients within the first year, resulting in a 25% increase in client retention rate for the company.
- Developed and executed a new lead generation strategy, which increased the number of qualified leads by 35% and contributed to a 15% growth in overall sales.
- Implemented a CRM system that streamlined the sales process, reducing average sales cycle time by 20% and increasing team productivity by 10%.

## EDUCATION

### Associate of Applied Science in Sales and Marketing at Gateway Community College, New Haven, CT

Aug 2018 - May 2022

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

## CERTIFICATES

### Certified Inside Sales Professional (CISP)

Sep 2021

### Certified Professional Sales Person (CPSP)

Apr 2020