

# Blanche Tumpkin

Inside Sales Executive

## Profile

Dedicated Inside Sales Executive with one year of experience in driving revenue growth, building strong client relationships, and effectively managing sales pipelines. Proficient in CRM tools, lead generation, and closing deals. Demonstrates strong communication skills, adaptability, and a passion for achieving sales targets.

## Employment History

### Inside Sales Executive at Lenovo, NC

Feb 2023 - Present

- Achieved 120% of the annual sales target by successfully closing deals worth \$1.2 million, contributing significantly to Lenovo's revenue growth in North Carolina.
- Expanded the client base by 35% through strategic prospecting and effective relationship building, resulting in a substantial increase in new business opportunities for Lenovo in the region.
- Implemented innovative sales strategies and tactics that led to a 25% reduction in the sales cycle, enabling the team to close deals faster and more efficiently.
- Consistently ranked as the top Inside Sales Executive for three consecutive quarters, receiving recognition for outstanding performance and commitment to driving sales growth for Lenovo in North Carolina.

### Inside Sales Associate at Red Hat, NC

Sep 2022 - Jan 2023

- Achieved 135% of the sales target in Q2 2021 by closing deals worth \$1.5 million, leading the team in revenue generation and contributing significantly to Red Hat's growth in North Carolina.
- Successfully onboarded 25 new clients within six months, expanding the company's market share and customer base in the region, while maintaining a 95% customer retention rate.
- Implemented a new CRM system that streamlined sales processes, resulting in a 20% increase in team efficiency and a 15% reduction in lead response time, enhancing customer experience and satisfaction.

## Certificates

### Certified Inside Sales Professional (CISP)

Aug 2021

### Certified Professional Sales Person (CPSP)

Jan 2020

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## Education

### Bachelor of Business Administration in Sales and Marketing at University of North Carolina at Chapel Hill, NC

Sep 2018 - May 2022

Relevant Coursework: Marketing Strategy, Consumer Behavior, Sales Management, Digital Marketing, Market Research, Advertising and Promotion, Brand Management, Marketing Analytics, and Business Communication.

## Links

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

## Skills

CRM proficiency

Cold-calling

Pipeline management

Lead generation

Negotiation techniques

Product knowledge

Upselling strategies

## Languages

English

Spanish