

# Evey Albear

Outside Sales Rep

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## Details

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1234 Polar Bear Lane, Anchorage, AK 99501

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## Profile

Results-driven Outside Sales Representative with 1 year of experience, skilled in generating leads and fostering strong client relationships. Demonstrated success in achieving sales targets and driving business growth. Adept at presenting product offerings, negotiating deals, and conducting market research to identify new opportunities. Committed to exceeding customer expectations and expanding market share.

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## Employment History

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### Outside Sales Representative at Alaska Sales & Service, AK

Apr 2023 - Present

- Achieved a record-breaking sales target by closing deals worth \$1.5 million in a single quarter, surpassing the previous record by 40% and contributing significantly to Alaska Sales & Service's revenue.
- Successfully expanded the company's client base by 30% in one year, acquiring 50 new high-value clients through targeted sales strategies, effective relationship building, and providing excellent customer service.
- Consistently exceeded individual sales targets for three consecutive years, achieving an average of 120% of the assigned annual sales quota and earning recognition as the top-performing Outside Sales Representative at Alaska Sales & Service.

### Junior Outside Sales Representative at Petro Marine Services, AK

Aug 2022 - Feb 2023

- Secured 10 new clients within the first 6 months, resulting in a 15% increase in sales revenue for Petro Marine Services in Alaska.
- Successfully negotiated and closed a \$1.2 million fuel supply contract with a major fishing company, contributing to a significant growth in the company's market share.
- Developed and implemented an innovative sales strategy targeting remote Alaskan communities, which led to a 20% increase in the customer base and expanded the company's reach in the region.

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## Education

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### Bachelor of Business Administration in Sales and Marketing at University of Alaska Anchorage, AK

Aug 2017 - May 2022

Relevant Coursework: Marketing Management, Sales Management, Consumer Behavior, Digital Marketing, Integrated Marketing Communications, Market Research, Product Development, Brand Management, Pricing Strategies, and Sales Forecasting.

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## Links

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