




# Myria Bubolz

## Outside Sales Representative

Results-driven Outside Sales Representative with 1 year of experience in building strong client relationships and consistently exceeding sales targets. Skilled in lead generation, territory management, and product presentations, with a proven ability to identify and capitalize on new business opportunities. Highly motivated to drive revenue growth and committed to providing exceptional customer service.

[myria.bubolz@gmail.com](mailto:myria.bubolz@gmail.com)

(174) 593-5596

123 Oak Street, Little Rock, AR 72201

### Education

**Bachelor of Business Administration in Sales and Marketing at University of Arkansas, Fayetteville, AR**  
Sep 2018 - May 2022

Relevant Coursework: Marketing Strategy and Management, Sales Techniques and Management, Consumer Behavior, Market Research and Analysis, Digital Marketing, Advertising and Promotions, Brand Management, Product Development, and Business Communications.

### Links

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



### Employment History

**Outside Sales Representative at Arkansas Best Insurance, AR**  
Feb 2023 - Present

- Achieved a 35% increase in annual sales revenue by strategically targeting and acquiring new clients in untapped markets within Arkansas, resulting in over \$1.2 million in additional revenue for Arkansas Best Insurance.
- Successfully exceeded sales targets for three consecutive years, consistently achieving over 120% of the assigned quota and contributing to the company's overall growth and profitability.
- Implemented a comprehensive client retention program that led to a 20% reduction in customer attrition rates, ensuring long-term relationships and increased repeat business for the company.
- Established and maintained strong relationships with key industry partners, which resulted in a 25% increase in referral business and an expanded network of potential clients for Arkansas Best Insurance.

**Junior Outside Sales Representative at Arkansas Copier Center, AR**

Jul 2022 - Jan 2023

- Successfully exceeded sales targets by 30% in the first year, contributing to a significant increase in company revenue and earning recognition as top-performing junior sales representative.
- Established and maintained relationships with over 50 key clients in the Arkansas region, leading to a consistent 25% increase in sales from repeat customers.
- Implemented innovative sales strategies that resulted in acquiring 10 new high-value accounts within six months, boosting overall market share and solidifying the company's position in the competitive copier industry.

### Certificates

**Certified Professional Sales Person (CPSP)**  
Apr 2022

**Certified Sales Leadership Professional (CSLP)**  
Jan 2021