

# Amylynn Abad

## Regional Sales Representative

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### EDUCATION

**Bachelor of Business Administration in Sales and Marketing at University of Maryland, College Park, MD**  
Aug 2016 - May 2021  
Relevant Coursework: Marketing Principles, Consumer Behavior, Sales Management, Digital Marketing, Marketing Analytics, Strategic Brand Management, Advertising and Promotion, Market Research, and Integrated Marketing Communications.

### LINKS

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

### SKILLS

Salesforce proficiency  
CRM management  
Market analysis  
Lead generation  
Negotiation tactics  
Presentation delivery  
Networking abilities

### LANGUAGES

English  
Bengali

### HOBBIES

### PROFILE

Results-driven Regional Sales Representative with 2 years of experience in establishing and maintaining client relationships, maximizing sales opportunities, and achieving revenue targets. Adept at identifying potential leads, conducting product demonstrations, and negotiating contracts to boost business growth. Excellent communication and interpersonal skills, with a proven ability to collaborate with cross-functional teams and provide exceptional customer service.

### EMPLOYMENT HISTORY

- Regional Sales Manager at Cintas Corporation, MD**  
Apr 2023 - Present
  - Successfully increased annual sales revenue by 25% in the Maryland region, resulting in over \$2.5 million in additional revenue for Cintas Corporation.
  - Implemented a new sales strategy targeting key industries, which led to the acquisition of 50+ new high-value clients and an expansion of the company's market share in the region by 15%.
  - Developed and managed a high-performing sales team of 20 representatives, achieving a 90% employee retention rate and consistently exceeding quarterly sales targets by an average of 10%.
  - Streamlined sales processes and introduced innovative CRM tools, reducing sales cycle time by 30% and increasing overall sales team productivity by 20%.
- Regional Sales Representative at PepsiCo, MD**  
Jul 2021 - Feb 2023
  - Achieved 120% of annual sales target in 2019 by securing major contracts with local retailers and restaurants, resulting in a revenue increase of \$1.5 million for PepsiCo MD.
  - Implemented a new sales strategy that increased customer retention rate by 25% within the first six months, leading to improved brand loyalty and long-term revenue growth for the region.
  - Successfully expanded market share by 10% throughout the Maryland region in 2018 through targeted marketing campaigns and strategic partnerships, contributing to PepsiCo's overall growth in the area.

### CERTIFICATES

- Certified Sales Professional (CSP)**  
Sep 2021
- Certified Inside Sales Professional (CISP)**  
Dec 2019

### MEMBERSHIPS

National Association of Sales Professionals (NASP)