

Ricci Sirabella

Sales Agent

Profile

Results-driven Sales Agent with 1 year of experience in building strong customer relationships and consistently exceeding sales targets. Proficient in identifying client needs, presenting product solutions, and closing deals. Adept at managing multiple accounts, maintaining excellent client satisfaction, and contributing to team success. Demonstrates exceptional communication and negotiation skills, with a proven ability to adapt to diverse industries and markets.

Employment History

Sales Agent at Red Ventures, NC

Mar 2023 - Present

- Achieved a 50% increase in sales revenue within the first year, by effectively identifying and targeting high-value prospects, resulting in a significant boost to the company's bottom line.
- Successfully closed deals worth over \$2 million in total value, through diligent research, relationship building, and strategic negotiation techniques, contributing to Red Ventures' growth in the North Carolina market.
- Consistently exceeded quarterly sales targets by an average of 20%, through the implementation of innovative sales strategies and continuous improvement in product knowledge, earning recognition as a top-performing Sales Agent at Red Ventures.

Junior Sales Agent at Century 21 Sweyer & Associates, NC

Aug 2022 - Feb 2023

- Achieved 120% of the quarterly sales target by closing deals worth \$1.5 million in property sales, contributing significantly to the overall revenue of Century 21 Sweyer & Associates in North Carolina.
- Successfully expanded the client base by 35% through effective networking and relationship building, leading to an increase in referrals and repeat business for the company.
- Implemented a new lead generation strategy that increased the conversion rate by 20% and reduced the average time to close a deal from 60 days to 45 days, resulting in improved efficiency and customer satisfaction.

Certificates

Certified Professional Sales Person (CPSP)

Sep 2021

Certified Inside Sales Professional (CISP)

Oct 2019

✉ ricci.sirabella@gmail.com

☎ (167) 114-9405

📍 123 Oak Street, Raleigh, NC 27601

Education

Associate of Applied Science in Sales and Marketing at Wake Technical Community College, Raleigh, NC

Aug 2017 - May 2022

Relevant Coursework: Sales Techniques and Strategies, Marketing Principles, Consumer Behavior, Advertising and Promotions, Digital Marketing, Market Research, Product and Brand Management, Retail Management, and Business Communications.

Links

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

Skills

CRM proficiency

Cold calling

Negotiation

Networking

Lead generation

Product knowledge

Closing techniques

Languages

English

Bengali