

# Violetta Parrack

Sales Consultant

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## Education

**Bachelor of Business Administration in Sales and Marketing at University of Colorado Boulder, CO**

Sep 2017 - May 2022

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

## Links

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

## Skills

Persuasion

Negotiation

CRM (Customer Relationship Management)

Cold-calling

Networking

Product knowledge

Time management

## Languages

English

Japanese

## Hobbies

## Profile

Results-driven Sales Consultant with 1 year of experience in building strong customer relationships and delivering exceptional service. Proven ability to identify client needs, present tailored solutions, and close deals to drive revenue growth. Skilled in effective communication, negotiation, and problem-solving, with a commitment to continuous learning and development. Seeking opportunities to contribute to sales success and business growth in a dynamic organization.

## Employment History

### Senior Sales Consultant at Sandler Training, CO

May 2023 - Present

- Achieved a record-breaking sales revenue of \$1.5 million in a single year, surpassing the previous company record by 20% and resulting in a 15% overall growth for Sandler Training, CO.
- Successfully onboarded and trained over 100 new clients within a two-year period, leading to a 25% increase in client base and contributing significantly to the company's expansion in the region.
- Consistently exceeded monthly sales targets by an average of 30%, earning recognition as the top-performing Senior Sales Consultant in the company for three consecutive years.
- Implemented innovative sales strategies and techniques that increased overall team performance by 18%, resulting in the company winning the prestigious 'Sales Excellence Award' in the industry.

### Sales Consultant at RevGen Partners, CO

Jul 2022 - Mar 2023

- Increased quarterly sales revenue by 35% in 2019, surpassing a target of \$1 million and contributing significantly to the overall growth of RevGen Partners in Colorado.
- Successfully onboarded and managed a portfolio of 50 new clients within 12 months, resulting in a 20% increase in client base and a 25% boost in recurring revenue for the company.
- Implemented an innovative sales strategy that led to a 15% reduction in sales cycle time and a 10% increase in lead-to-customer conversion rate, directly impacting the company's bottom line.

## Certificates

### Certified Sales Professional (CSP)

Sep 2021

### Certified Inside Sales Professional (CISP)

Jan 2020

## Memberships