

# HYLA DRELL

Sales Contractor

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## PROFILE

Results-driven Sales Contractor with 1 year of experience in establishing and nurturing client relationships, identifying new business opportunities, and consistently achieving sales targets. Proficient in developing and executing successful sales strategies, delivering exceptional customer service, and driving business growth. Strong communication and negotiation skills with a proven ability to adapt to changing market conditions and customer needs. Seeking new opportunities to leverage sales expertise and further career growth.

## LINKS

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

## SKILLS

CRM proficiency

Cold-calling

Negotiation

Lead generation

Pipeline management

Salesforce expertise

Presentation

## LANGUAGES

English

Japanese

## EMPLOYMENT HISTORY

### ● Sales Contractor at CT Sales Contractors, CT

Mar 2023 - Present

- Achieved a record-breaking sales growth of 35% in a single fiscal year, resulting in over \$5 million in additional revenue for CT Sales Contractors.
- Successfully expanded the company's client base by 25%, acquiring 50 new high-value accounts through strategic networking and targeted marketing efforts.
- Consistently exceeded quarterly sales targets by an average of 15%, contributing to a total annual increase in revenue of \$2 million for CT Sales Contractors.
- Implemented a comprehensive sales training program for new hires, leading to a 20% improvement in team sales performance and increased employee retention rates.

### ● Junior Sales Contractor at Connecticut Sales Associates, CT

Aug 2022 - Jan 2023

- Achieved 150% of sales targets for three consecutive quarters, generating over \$1.2 million in revenue for Connecticut Sales Associates, CT.
- Successfully onboarded and managed relationships with 30 new clients, contributing to a 25% increase in the company's customer base within one year.
- Implemented a new lead generation strategy, resulting in a 40% increase in qualified leads and a 20% improvement in sales conversion rates.

## EDUCATION

### Associate of Applied Science in Sales and Marketing at Gateway Community College, New Haven, CT

Aug 2017 - May 2022

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

## CERTIFICATES

### Certified Professional Sales Person (CPSP)

Dec 2021

### Certified Inside Sales Professional (CISP)

Jul 2020