



Roxi Akeson

Sales Person

Results-driven sales professional with 1 year of experience in cultivating strong client relationships, consistently exceeding sales targets, and contributing to overall business growth. Adept at identifying customer needs, presenting effective solutions, and closing deals. Excellent communication and negotiation skills with a proven ability to adapt to diverse industries and markets. Eager to leverage expertise to further excel in a sales career and drive revenue growth.

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Education

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

Aug 2017 - May 2022

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

Links

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

Skills



Languages

Employment History

Sales Manager at ABC Sales Company, CO

Apr 2023 - Present

- Increased annual sales revenue by 35% in 2019, generating an additional \$2.5 million for ABC Sales Company, CO through effective team management and strategic client acquisition.
- Expanded the company's client base by securing 50 new high-value accounts within two years, resulting in a 20% increase in market share for ABC Sales Company, CO.
- Implemented a comprehensive sales training program that improved the sales team's conversion rate by 15% and increased the average deal size by 10% within the first year of implementation.
- Led a successful cross-functional initiative to optimize the sales process and streamline internal communication, reducing the sales cycle by 25% and increasing customer satisfaction ratings by 30%.

Sales Associate at XYZ Sales Corporation, CO

Jul 2022 - Mar 2023

- Surpassed sales targets by 25% in Q2 2021, generating over \$500,000 in revenue for XYZ Sales Corporation, CO through consistent follow-up and relationship building with key clients.
- Successfully upsold 50% of existing clients to higher-tiered service packages, resulting in an additional \$250,000 in annual recurring revenue for the company in the fiscal year 2020-2021.
- Developed and implemented a new customer referral program that led to a 30% increase in qualified leads, contributing to a 20% boost in overall sales conversions in Q4 2020.

Certificates

Certified Professional Sales Person (CPSP)

Mar 2022

Certified Sales Leadership Professional (CSLP)

Jan 2021

Memberships

National Association of Sales Professionals (NASP)

Sales & Marketing Executives International (SMEI)