

Lajeane Paree

Sales

Profile

Results-driven sales professional with 1 year of experience in consistently exceeding sales targets and building strong relationships with clients. Skilled in identifying customer needs, providing product knowledge, and closing deals. Adept at generating leads, managing accounts, and delivering exceptional customer service. Proven ability to thrive in fast-paced, competitive environments and adapt to new challenges. Seeking to leverage expertise and passion for sales to contribute to a dynamic company's growth and success.

Employment History

Sales Director at Salesforce Oklahoma, OK

Mar 2023 - Present

- Led a team to achieve a 35% year-over-year increase in sales revenue, resulting in over \$20 million in new business for Salesforce Oklahoma in 2019.
- Successfully expanded the client base by 25% within two years, acquiring 50 new high-profile clients and strengthening relationships with existing clientele.
- Developed and implemented an effective sales strategy that led to a 30% improvement in lead-to-close conversion rates, contributing significantly to the overall growth of Salesforce Oklahoma.

Sales Manager at , OK

Aug 2022 - Jan 2023

- Increased annual revenue by 25% in two years, from \$2 million to \$2.5 million, by implementing new sales strategies and expanding the client base.
- Successfully led a team of 10 sales representatives to surpass sales targets by 15%, resulting in an additional \$300,000 in revenue for the company.
- Streamlined sales processes and improved customer relationship management, leading to a 20% increase in customer retention and a 10% increase in upselling opportunities.
- Developed and executed a comprehensive training program for new sales representatives, reducing onboarding time by 50% and increasing overall team performance by 15%.

Certificates

Certified Professional Sales Person (CPSP)

Sep 2021

Certified Sales Leadership Professional (CSLP)

Nov 2019

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📍 1234 Elm Street, Oklahoma City, OK 73104

Education

Bachelor of Business Administration in Sales and Marketing at University of Oklahoma, Norman, OK

Aug 2017 - May 2022

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

Links

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

Skills

CRM proficiency

Cold-calling

Pipeline management

Social selling

Salesforce mastery

Email automation

Zoom presentations

Languages

English

Dutch