


Shreshta Ruxer

Telesales Representative

Dedicated Telesales Representative with 1 year of experience in generating leads and driving sales growth. Adept at building rapport with clients, delivering persuasive sales pitches, and achieving targets. Exhibits strong communication skills, adaptability, and a continuous improvement mindset, contributing positively to team efforts and business success.

shreshta.ruxer@gmail.com 

(233) 017-0773 

123 Charleston St, Greenville, 
SC 29601

Education

**Associate of Applied Science
in Sales and Marketing
at Greenville Technical
College, Greenville, SC**

Sep 2018 - May 2022

Relevant Coursework:
Marketing Principles, Sales
Techniques, Consumer
Behavior, Market Research,
Advertising and Promotion,
Digital Marketing, Business
Communications, and
E-commerce Strategies.

Links

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

Skills

Cold-calling



CRM proficiency



Objection handling



Rapport building



Active listening



Product knowledge



Time management



Employment History

Telesales Representative at SC Telesales Solutions, SC

Mar 2023 - Present

- Successfully exceeded sales targets by 15% in Q2 2021, resulting in an additional \$50,000 in revenue for SC Telesales Solutions.
- Implemented a new CRM system that increased customer retention by 10% and reduced follow-up times by 25%, contributing to a 5% overall increase in sales in 2020.
- Consistently ranked in the top 3 highest-performing telesales representatives with an average of 120 successful calls per day, leading to a personal sales record of \$200,000 in annual revenue for the company.

Junior Telesales Representative at Palmetto Telesales Group, SC

Jul 2022 - Jan 2023

- Achieved a consistent 120% of monthly sales targets for six consecutive months, resulting in over \$200,000 in revenue for Palmetto Telesales Group.
- Successfully upsold additional products and services to 35% of existing customers, generating an additional \$50,000 in annual revenue for the company.
- Maintained a high customer satisfaction rating of 95% throughout the year by effectively addressing client concerns and providing prompt solutions.
- Implemented a new sales script that increased conversion rates by 20%, leading to a significant boost in overall team performance and contributing to a 15% increase in company revenue.

Certificates

Certified Inside Sales Professional (CISP)

Jan 2022

Certified Professional in Customer Service (CPCS)

Aug 2020

Memberships

1. American Association of Inside Sales Professionals (AA-ISP)

2. National Association of Sales Professionals (NASP)