**Ally Gibson**

Sales Representative

Chicago, IL | Tel.: 607 3598 4058 | E-mail: allygibson@mail.com | LI: @GibsonAlly

Motivated sales representative with more than 6 years of experience in companies in the sportswear sector and skills in concluding wholesale sales, in addition to managing large client portfolios. My professional objective is to continue growing in the sales area, acquiring and using skills that help professional and company growth.

**Work experience**

**Sales Representative**The Spiel (Chicago, IL) | February 2019 - current.

* Develop customer relationships with over 20 retailers in the Chicago area.
* Manage +10 new wholesale accounts, accompanying clients throughout the process.
* Collaborate directly with potential clients, building relationships of trust that ended in new contracts 48% of the time.

**Sales Representative**  
Number 10 (Chicago, IL) | January 2017 - January 2019.

* Cold calling +25 leads per shift, providing information on new promotions, resulting in a 22% new deal rate.
* Exceed quarterly sales goals by more than 10% during the last year of work in the company.
* Collaborate with the Marketing team in the organization of regional events to promote the products, as coordinator of the group of sales representatives.

**Skills**

* Contract Negotiation Techniques.
* Customer Support.
* Conflict resolution.
* Construction of business relationships.

**Education**

**Bachelor of Science in Marketing**  
University of Illinois Chicago (Chicago, IL) | September 2012 - November 2016