

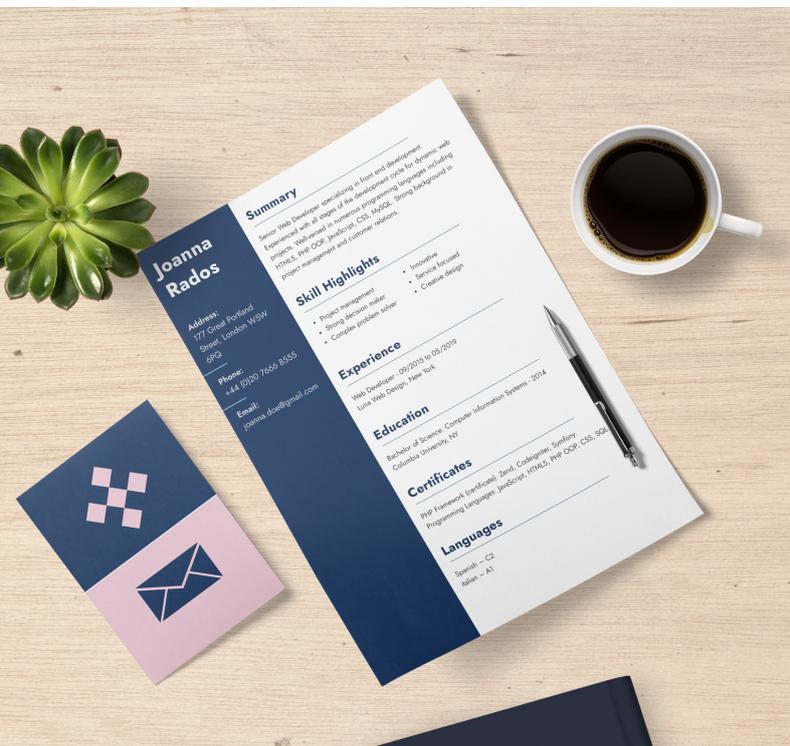


TIPS FOR IMPROVING YOUR SALES RESUME

- Tailor your resume specifically to the company you're applying to.
- Use quantitative information to describe your performance.
- Avoid using generic terms and replace them with specific examples.
- Add a summary of your achievements in place of an objective statement.
- Proofread your document and make sure there are no spelling or grammar errors.

WHAT RECRUITERS ARE LOOKING FOR

- Basic information about you: name, contact information, education, and experiences like internships and CSS.
- Sales numbers like sales revenue, closing ratio, customer retention, and quota percentage.
- Career wins showcase your work, skill set, and what makes you unique as a candidate.
- Relevant keywords and skills.



SALES ACTION WORDS

- | | | |
|--------------|---------------|--------------|
| • Acquired | • Earned | • Negotiated |
| • Boosted | • Enabled | • Outpaced |
| • Built | • Established | • Overcame |
| • Captured | • Exceeded | • Persuaded |
| • Championed | • Executed | • Piloted |
| • Clarified | • Expanded | • Propelled |
| • Closed | • Gained | • Prospected |
| • Conserved | • Generated | • Qualified |
| • Converted | • Implemented | • Rebuilt |
| • Delivered | • Launched | • Won |
| • Doubled | • Leveraged | • Yielded |
| • Drove | • Maximized | |