

# Lo Sodd

Inside Sales Representative

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## Education

### High School Diploma at Jackson State University, MS

Aug 2015 - May 2019

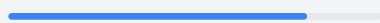
Some skills I've learned are time management, how to study effectively, and how to manage stress.

## Links

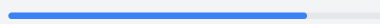
[linkedin.com/in/losodd](https://www.linkedin.com/in/losodd)

## Skills

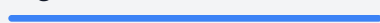
Communication



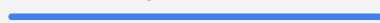
Interpersonal skills



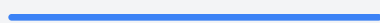
Organizational skills



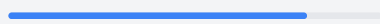
Time management



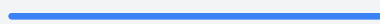
Computer literacy



Product knowledge

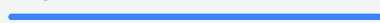


Sales techniques

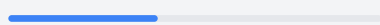


## Languages

English



French



## Hobbies

Listening to music

Reading books

Organizing events

## Profile

I am an experienced Inside Sales Representative with over 3 years of experience in the industry. I have a proven track record of success in sales and customer service, and I am looking for a new challenge where I can use my skills to contribute to the success of a company. In my previous role, I was responsible for generating new business leads, managing customer accounts, and providing excellent customer service. I have developed strong relationships with customers and clients alike, and I am confident that I can do the same in any new role.

## Employment History

### Inside Sales Representative at J.Crew, MS

Jun 2022 - Present

- Exceeded quarterly sales goals by 20%.
- Closed 10 new deals totaling \$100,000 in revenue.
- Cold-called 100 new potential customers per week and converted 5% into paying customers.
- Maintained a 95% customer satisfaction rating over the course of 6 months.
- Demonstrated expert product knowledge to prospects during calls and webinars, leading to increased conversion rates.
- Wrote and delivered 4 successful proposals to clients.

### Lead Inside Sales Representative at Brooks Brothers, MS

Sep 2019 - Apr 2022

- Negotiated and closed \$5 million in new business deals.
- Achieved 125% of quarterly sales targets.
- Exceeded customer expectations by responding to inquiries within one hour, 95% of the time.
- Trained and mentored three junior sales representatives, resulting in a 10% increase in their productivity.
- Demonstrated excellent product knowledge during sales presentations, leading to a 15% close rate.
- Wrote proposals for complex products/services that were accepted 90% of the time.

## Certificates

### Certified Sales Professional (CSP)

Feb 2021

### Certified Inside Sales Professional (CISP)

Aug 2019

## Memberships

American Association of Inside Sales Professionals

The International Association of Sales Professionals