

# CHARLITA ALIM

Sales Representative

[charlita.alim@gmail.com](mailto:charlita.alim@gmail.com)

(346) 985-9711

1600 Pennsylvania Ave, Washington, DC  
20500



## PROFILE

I have over 3 years of experience as a Sales Representative. I am excellent at building relationships with customers and closing sales. I have a proven track record of success in achieving targets and meeting deadlines. I am passionate about my work and take pride in providing outstanding customer service.

## LINKS

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

## SKILLS

Communication

Interpersonal skills

Presentation skills

Negotiation skills

Closing skills

Prospecting

## LANGUAGES

English

Spanish

## HOBBIES

Golf

Running

Weight Lifting

## EMPLOYMENT HISTORY

### ● Sales Representative at J.P. Mascaro & Sons, PA

Mar 2022 - Present

- Exceeded quarterly sales goals by 25%.
- Grew existing client base by 10%.
- Negotiated and closed 5 high-value deals.
- Developed new marketing materials that increased responses by 15%.
- Trained 3 new Sales Representatives, who went on to meet or exceed their quotas.
- Presented at national conference on best practices in sales.

### ● Sales Associate at Republic Services, PA

Aug 2019 - Feb 2022

- Exceeded monthly sales goals by an average of 20%.
- Consistently ranked in the top 3 Sales Associates for customer satisfaction scores.
- Grew client base by 30% through effective networking and relationship building.
- Negotiated discounts with vendors to save the company \$5,000 over 6 months.
- Designed and implemented a new training program for new hires that decreased onboarding time by 50%.
- Led team of 4 Sales Associates to be the #1 sales team in the company for 3 consecutive quarters.

## EDUCATION

### High School Diploma at The Pennsylvania State University

Sep 2014 - May 2019

I've learned how to study for and take tests, how to do research, and how to write papers.

## CERTIFICATES

### Salesforce Certified Sales Cloud Consultant

Dec 2020

### HubSpot Sales Software Certification

Jun 2019

## MEMBERSHIPS

American Marketing Association

National Association of Sales Professionals