

Bryna Roeters

Sales Specialist

Profile

I have over 3 years of experience as a Sales Specialist. I am knowledgeable in various sales techniques and have successfully closed many deals throughout my career. I possess excellent communication skills and can easily build rapport with potential clients. My drive to succeed motivates me to go above and beyond for my team, which has resulted in increased sales and commission bonuses.

Employment History

Sales Specialist at HP, NH

Jun 2022 - Present

- Exceeded quarterly sales targets by 15%.
- Grew existing client relationships by 20%.
- Developed new business with 10 net-new clients.
- Negotiated and closed 5 complex deals totaling \$1.2M in ARR.
- Demonstrated deep product knowledge to successfully overcome objections on 80% of calls.
- Won "Top Performer" award for Q3.

Sales Specialist II at Dell, NH

Sep 2019 - May 2022

- Grew the territory by 25% in one year.
- Achieved 110% of quota for two consecutive years.
- Consistently ranked in the top 10% of performers globally.
- Won "Rookie of the Year" award in first year on job.
- Trained and mentored 4 new sales reps, 3 of which went on to exceed their quotas.

Certificates

Salesforce Certified Sales Cloud Consultant

Jan 2021

HubSpot Sales Software Certification

Apr 2019

Memberships

American Marketing Association

National Association of Sales Professionals

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Education

High School Diploma at Dover High School, Dover, NH

Sep 2015 - May 2019

I've learned time management, organization, and study skills.

Links

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

Skills

Communication

Interpersonal skills

Presentation skills

Negotiation skills

Closing skills

Prospecting

Languages

English

Dutch

Hobbies

Listening to music

Watching movies

Going for walks