

David Ramirez

Outside sales representative with expertise in territory growth and client engagement
Experienced outside sales professional with 10 years of experience in territory expansion, key account management, and direct sales.



Professional Experience

Outside Sales Representative

Southwest Distributors, Phoenix, AZ

May 2018 - Present

- Increased revenue in assigned territory by **50%** within two years
- Maintained a **95% customer retention rate** through strong relationship management
- Negotiate high-value contracts, securing **long-term deals**

Sales Representative

National Supply Co., Dallas, TX

August 2014 - April 2018

- Expanded sales territory by **20%**, driving increased market penetration
- Delivered **in-person product demonstrations**, leading to **40% higher close rates**

Education

Bachelor of Business Administration –
Marketing

Arizona State University

May 2014

Phoenix, AZ
(555) 543-7890
david.ramirez@email.com

[LinkedIn](#) | [Portfolio](#)

Key Skills

Territory growth and expansion
B2B sales and networking
Sales forecasting and market research
Cold calling and lead generation