



Tarah Collins

Denver, CO
(555) 234-8765

Tarah.collins@email.com
LinkedIn | Portfolio

Inside sales specialist with expertise in lead generation and deal closing
Proactive inside sales professional with seven years of experience in B2B sales, customer outreach, and contract negotiation.

Professional Experience

- | | | |
|---------------------------|--|--|
| July 2020 - Present | Inside Sales Representative | <i>Tech Solutions Inc., Denver, CO</i> |
| | <ul style="list-style-type: none">• Closed over \$500,000 in deals annually, exceeding sales targets by 20%• Conducted virtual product demos, increasing conversion rates by 15%• Develop lead qualification strategies, improving pipeline efficiency | |
| September 2017 - May 2020 | Sales Development Representative | <i>FastTrack Sales, Austin, TX</i> |
| | <ul style="list-style-type: none">• Managed inbound and outbound sales calls, improving client engagement by 30%• Scheduled 50+ sales meetings monthly, increasing sales opportunities | |

Education

- | | |
|----------|--|
| May 2017 | University of Colorado |
| | Bachelor of Science in Business Administration |

Key Skills

- Cold calling and email outreach
- CRM software (Salesforce, HubSpot)
- Virtual product demos and presentations
- Sales pipeline management

Certifications

- | | |
|------------|--|
| April 2019 | Certified National Pharmaceutical Representative (CNPR) |
|------------|--|