



James Thompson

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High-performing sales representative with expertise in client acquisition

Motivated sales professional with **five years of experience** in **B2B and B2C sales, client acquisition, and territory expansion**.

Professional Experience

Sales Representative *PrimeTech Solutions, San Diego, CA | September 2022 - Present*

- Increased client base by **35%** through targeted outreach and referral programs
- Exceeded **quarterly sales quotas by 20%** consistently
- Negotiated high-value contracts, closing deals worth **\$100,000**

Account Executive *FastTrack Marketing, Los Angeles, CA | June 2019 - August 2022*

- Developed and managed sales pipelines, increasing **conversion rates by 15%**
- Secured long-term partnerships with **key clients** in the technology industry

Education

Bachelor of Science in Business Administration *San Diego State University | May 2019*

Key Skills

- Cold calling and prospecting
- CRM software (Salesforce, HubSpot)
- Lead generation and conversion
- Negotiation and closing deals