

Jesse Martin

Corporate Sales Executive

Results-driven Sales Executive with 7 years of experience selling corporate solutions in the finance and compliance industries

Specializes in outbound strategies, proposal writing, and negotiating long-term B2B contracts with enterprise procurement teams.

PERSONAL INFORMATION

 (000) 000-0000

 email@email.com

 Philadelphia, PA

EDUCATION

Bachelor of Science in Finance

Temple University | 2016

KEY SKILLS

- RFP response and proposal writing
- Enterprise B2B sales
- Contract negotiation
- CRM tracking
- Client presentations

PROFESSIONAL EXPERIENCE

Corporate Sales Executive | LogicData Corp, Philadelphia, PA | July 2019 – Present

- Closed \$3.2 million in corporate solutions revenue in 2023
- Created custom sales proposals that shortened close cycles by 20%
- Managed procurement reviews for Fortune 500 clients

Sales Consultant | CapitalEdge Advisors, Philadelphia, PA | August 2016 – June 2019

- Sold compliance software to legal teams and financial institutions
- Increased customer base by 45% over three years
- Delivered 60+ in-person product demos across the East Coast