

Rachel "Alumni" Sales

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PROFESSIONAL PROFILE

Business Development and Sales Professional

Agile and self-motivated sales professional who exceeds monthly sales targets year over year due to key self-improvements in online, phone, and face-to-face sales tactics. Achieved sales pipeline growth through effective referral network building. Intuitive and creative experienced in developing marketing strategies that boost personal brand, increase product awareness, and reach greater numbers of qualified leads resulting in more sales. Relationship builder and all around people person focused on the needs of individual customer relationships and providing services and solutions for long-term customer goals. Comfortable and able to make genuine connections with clients and C-suite leadership.

Skills/Credentials: Bloomberg Terminal trained, Efficient/Creative Microsoft Office Suite Application, Advanced Equity Research Reporting, MLS Database, Salesforce

SUMMARY OF ACHIEVEMENTS

Increased closings: 75% sales growth in Greater Boston residential rental market including company top salesperson in February and March 2017 (consistent top 4 salesperson)

Business Development: Improved company listing database by 30+ new listings, leading to over \$60,000 in new revenue creation.

Brand and Image Improvement: Utilized positive customer relationships and successful closings to garner five star Yelp reviews, company buzz on Facebook and other social media platforms to improve overall image and reputation.

EXPERIENCE

Inbound Real Estate; Boston, MA April 2015-Present
Real estate agency specializing in the rental and sale of residential property in the greater Boston area
Real Estate Agent

- Closed over \$150,000 in gross rental revenue in the Greater Boston Area ranging from single and multi-family homes to condos and 60+ unit apartment buildings.
- Developed and managed relationships with a large network of landlords, brokers, business owners, property managers, and clients.
- Monitor market timing, calculate valuation of property, and use local marketing strategies to increase revenues.

Emerson Investment Management; Boston, MA June-October 2014
Private, high net-worth wealth manager with over \$650M in assets under management
Equity Analyst Intern (Paid)

- Analyzed cash flows and performed cost metrics analysis for several equity investments and pitched across a range of industries resulting in successful entry into three live portfolio products for 20+ individual clients.
- Utilized Porter's Five Forces and SWOT techniques to gauge industry health, selected individual stocks, and modeled cash flows to arrive at short-term price estimates to inform investment recommendations.
- Collaborated closely with CFA's to apply projections to long-term investment strategies and determine risks.

Xactly Corporation; San Jose, CA June-August 2012, 2013
Cloud-based, SaaS company that builds tools for sales compensation management
Finance Intern (Paid)

- Reported directly to the corporate controller with a variety special projects that included Salesforce licensing cost analysis, ERP data migration and exposure to financial statements.
- Worked closely with the senior accounting manager on month and quarter end general ledger account reconciliations and ending balance confirmations in the company's major cash accounts.
- Operated daily in Workday ERP, Salesforce, Excel, and other Microsoft Office environments.

EDUCATION

Boston University Questrom School of Business; Boston, MA May 2015
Bachelor of Science in Business Administration with a Concentration in Finance, Magna Cum Laude