

# Catelin Nama

Sales Representative

## Profile

A professional and experienced sales representative with a proven track record in driving sales growth and achieving targets. A results-oriented individual who is able to develop long-term relationships with clients and customers. Excellent communication, negotiation and presentation skills.

## Employment History

### Senior sales representative at J.P.Morgan (New York)

Apr 2022 - Present

- Achieved 100% of monthly sales goals for 6 consecutive months
- Increased territory sales by 25% in one year
- Grew existing customer base by 10% last quarter
- Developed and implemented new marketing strategy that increased leads generated by 15%
- Trained 2 new Sales Representatives who are now performing above quota

### Junior sales representative at Citigroup (New York)

Sep 2019 - Feb 2022

- Secured \$3 million in funding from XYZ venture capitalists to support product development and sales growth
- Grew company's market share by X% in key markets through effective territory management and creativity in developing marketing programs
- Introduced new products that generated \$X million in additional revenue within first year of release
- Developed successful relationships with major retailers, resulting in increased shelf space for our products
- Exceeded annual quota by X%, generating an additional \$X million in revenue for the company

## Certificates

### A+ Certification (CompTIA)

Dec 2020

### Network+ Certification (CompTIA)

Apr 2019

### Security+ Certification (CompTIA)

Aug 2017

✉ [catelin.nama@gmail.com](mailto:catelin.nama@gmail.com)

☎ 177-242-7287

📍 1708 Melody Drive, Midwest City, OK 73130

## Education

### Bachelor's in Business at Columbia University, New York, NY

Sep 2014 - May 2019

I learned how to use different sales techniques to close a deal, as well as negotiation strategies.

## Links

[linkedin.com/in/catelinnama](https://www.linkedin.com/in/catelinnama)

## Skills

Sales skills

Familiarity with CRM software

Ability to use spreadsheets and manage data

Excellent communication and negotiation skills

Strong presentation abilities

Superior time management skills

Good organizational skills

## Languages

English

Dutch