RAFAEL CHEN

rafael.chen40@example.com • +1 312 555 0104 • linkedin.com/in/rafael-chen • Chicago, IL, United States

SUMMARY OF QUALIFICATIONS

- Sales professional who builds long relationships rather than one-off deals.
- Experience across 3 employers, most recently as Senior Account Executive at Clearpath Software.
- Consistently at or above target.
- Known for clear communication with colleagues and for following work through to the end.

EDUCATION

University of Manchester — **Manchester**
BA Business Studies — *2020*

PROFESSIONAL EXPERIENCE

Clearpath Software — **Chicago, IL**
Senior Account Executive — *Apr 2025 – Present*

- Mentored a new rep through their first two quarters.
- Worked with marketing on follow-up for event leads.
- Built a pipeline of new business from cold outreach and referrals.
- Ran quarterly business reviews with the top ten accounts.
- Kept the CRM accurate so forecasts could be trusted.

Fenwick Supplies — **Chicago, IL**
Account Executive — *Sept 2023 – Feb 2025*

- Wrote proposals and tender responses with the bid team.
- Ran discovery calls and product demos for mid-sized customers.
- Closed 118% of annual target in my second year.
- Trained two new reps on our sales process.

Summit Sales Co — **Chicago, IL**
Sales Development Rep — *Apr 2022 – Jun 2023*

- Looked after a portfolio of 52 client accounts and their renewals.
- Shared customer feedback with product to shape the roadmap.
- Negotiated renewals and price increases with long-standing customers.

INITIATIVES

Key account plan

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

Sales playbook update

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

RESEARCH & PUBLICATIONS

Lessons from data contracts — **2024**

- Short paper shared internally and at a local meetup.

TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Fluent)

CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

EXTRA-CURRICULAR ACTIVITIES

- Treasurer of a local sports club, keeping the accounts and membership list.
- Organiser of a monthly running club with around 30 members.
- Mentor for a school careers programme, helping students with CVs and mock interviews.

REFERENCE

Mariam Petrov
HR Director, Fenwick Supplies
Contact: mariam@example.com