

Devon Young

Sales Executive

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LinkedIn | Portfolio

Sales executive with nine years of experience driving B2B growth in software and enterprise services. Specializes in lead generation, strategic account development, and consultative selling. Known for exceeding revenue targets and building long-term client relationships.

Professional Experience

Senior Sales Executive

IntegriSoft Solutions | Chicago, IL

June 2018 - Present

- Closed \$8.2M in new business over three years, consistently ranking in top 5% of national sales team
- Created a referral strategy that increased inbound leads by 35%, improving pipeline quality and win rates
- Spearheaded major account expansion efforts, growing three mid-market clients into enterprise contracts

Account Executive

Bluegate Systems | Naperville, IL

May 2015 - May 2018

- Prospected and converted 100+ mid-sized accounts, boosting territory sales by 42% in under two years
- Conducted product demos and RFP responses, contributing to a 20% jump in close ratio
- Trained junior reps and supported onboarding, reducing ramp-up time by 30%

Education

Bachelor of Science (B.S.) in Business Administration May 2015

University of Illinois | Urbana-Champaign, IL

Key Skills

- **B2B sales strategy - Expert**
- **Contract negotiation - Proficient**
- **CRM pipeline tracking - Competent**
- **Revenue growth planning - Amateur**
- **Solution-based selling - Beginner**

Certifications

Certified Professional Sales Leader (CPSL)

NASP | 2021

Salesforce Sales Cloud Consultant

2022