



STEPHEN GREET

Sales Specialist

CONTACT

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[LinkedIn](#) 

EDUCATION

Bachelor of Arts
Business Management

University of Pittsburgh
Pittsburgh, PA / 2012 - 2016

SKILLS

Negotiation

CRM (Salesforce)

Problem Solving

Lead Generation (LinkedIn, email)

Reporting

Results Oriented

Microsoft Office (Word, Excel,
PowerPoint)

CAREER OBJECTIVE

As an accomplished sales person who has generated over \$2M in sales for businesses I worked with I know firsthand the importance of empathy and attentiveness in closing a deal. Looking for a sales role where I can continue to foster and grow those traits to grow within an accomplished sales organization.

WORK EXPERIENCE

Sales Specialist

Philips / September 2018 - current / New York, NY

- Created and delivered personalized presentations to high-level clinical decision makers leading to a 25% improvement over expected lead conversion rates
- Recruited physicians and staff to attend local, regional, and national training programs for Philips products resulting in \$275,000 in new revenue
- Supported the evaluation of new products and provided clinical feedback to marketing and sales
- Provided primary clinical training and education to customers which improved the adoption of new products by over 35%

Sales Representative

SourceMS / April 2016 - September 2018 / Albany, NY

- Executed on outbound calling strategy to warm leads leading to a close rate of 25% which exceeded expectations by 50%
- Worked closely with existing customers to understand their needs resulting in \$500,000 in retention revenue
- Recorded extensive notes in Salesforce CRM system to quickly on-board new customer service reps and account managers to customer profiles
- Maintained up-to-date knowledge of sales strategies and product offerings leading to \$200,000 in incremental up-sell revenue