



GABE MARSHALL

B2B Sales

Profile

Dedicated and compassionate professional with the ability to self teach and adapt to any challenging work environment. Well organized, detail oriented team player with solid work ethic. Desire for cultural fit and overall success both personally and professionally. Highly skilled with expertise in sales and customer relationship management.

Work experience

B2B Sales Manager

Suncoast Detail Professionals Seattle, WA

02/2023 - PRESENT

- Analyzed existing and potential markets to identify and secure business development opportunities
- Built market position by locating, developing, defining, negotiating, and closing business relationships
- Account management of suppliers, acting as point of contact, building strong client relationships, monitoring service levels through regular internal & external communications, customer service, and customer retention
- Prepared customized quotes and answer inquiries regarding products & services
- Negotiated prices, warranty, terms & conditions
- Performed general ledger functions; tracking income & expenses, handling payments to suppliers on time
- Trained new sales force, resulting in 10% retention increase

B2B Sales Consultant

Fiserv Seattle, WA

09/2020 - 02/2023

- Sold products or services directly to another business
- Handled high volume of calls and met demands of busy and productive group
- Delivered exceptional customer service on collection calls and maintained calm and professional demeanor
- Used scripted conversation prompts to convey current account information and obtain payments
- Increased B2B sales by developing and maintaining strong relationships with key decision makers.
- Implemented targeted marketing strategies for improved client acquisition and retention.
- Delivered exceptional customer service to maintain high client satisfaction rates, leading to repeat business

Education

Business Technology Management

09/2018 - 07/2020

Associate of Applied Science Seattle Central College Seattle, WA

Bainbridge High School

09/2016 - 07/2018

High School Diploma Bainbridge Island, WA

Certifications and awards

Product and sales training course, including product competencies, direct procedural observations, and field/observation evaluation

Skills

- B2B Sales
- Market Trends
- Inside sales
- CRM software
- Sales Tactics
- Revenue Generation
- Sales Solutions
- Prospecting and Cold Calling
- Application Management
- Account management
- Territory Management
- Account Growth
- Market research
- Database Management

Languages

- English | C2
- German | B2
- Dutch | B1