

Charlotte Clark

International Sales Manager

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Phoenix, AZ

[LinkedIn](#)

WORK EXPERIENCE

Republic Services - International Sales Manager

2021 - current

Phoenix, AZ

- Streamlined sales communication with Slack, reducing response times to inquiries from 48 to eight hours
- Managed the Salesforce CRM, **boosting international client acquisition and revenue by 41% and \$706K**
- Harnessed Tableau dashboards for sales forecasting, increasing quarterly sales by \$286,074
- Used Hunter.io to find and verify 300+ key contact emails, increasing outreach effectiveness by 24%

Banner Health - Account Executive

2017 - 2021

Phoenix, AZ

- Expanded marketing outreach with Mailchimp, yielding a 23% rise in appointment bookings
- Systematized client onboarding procedures with Salesforce, cutting onboarding time from 11 to six days
- Boosted lead generation with SalesLoft's features, **gaining 53 new leads and an extra \$89,084 in revenue**
- Capitalized on Asana to expedite project turnaround, delivering 12 projects ahead of schedule

GoDaddy - Sales Representative

2015 - 2017

Scottsdale, AZ

- Enhanced sales strategies through Statista's market insights, driving an additional 678 customers
- Executed targeted email campaigns via Mailchimp, **achieving 1,542 more clicks and 208 conversions**
- Processed and approved sales contracts using Adobe Sign, reducing processing time by two days
- Designed and implemented a sales tracking system in NetSuite, boosting sales forecasting accuracy by 14%

EDUCATION

University of Arizona - Bachelor of Science, Business Administration

2011 - 2015

Tucson, AZ

SKILLS

- Salesforce
- Tableau
- Mailchimp
- Slack
- Asana
- SalesLoft
- Statista
- Hunter.io
- Adobe Sign
- NetSuite