

# Lucas Clark

## Wireless Sales Manager

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(123) 456-7890

Indianapolis, IN

[LinkedIn](#)

### WORK EXPERIENCE

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#### Spectrum (Charter Communications) - Wireless Sales Manager

2023 - current

Indianapolis, IN

- Streamlined reporting using Looker, providing insights that cut decision-making time down to two hours
- Analyzed sales with Salesforce Sales Cloud, **boosting yearly revenue by \$73K via strategic adjustments**
- Upgraded existing sales presentations using Showpad, generating \$108k in upsell opportunities
- Optimized lead qualification processes with Hunter.io, increasing qualified leads by 28% within 3 months

#### Salesforce - Account Executive

2019 - 2023

Indianapolis, IN

- Executed email campaigns via Marketo, **achieving an open rate of 42% and converting 111 qualified leads**
- Boosted team collaboration via Microsoft Teams, reducing meeting times by seven hours per month
- Managed 53 high-value accounts with Salesforce, increasing revenue within the first year by 66%
- Capitalized on Zendesk to streamline customer service procedures, achieving a 97% positive feedback rate

#### Cummins Inc. - Retail Sales Representative

2016 - 2019

Columbus, IN

- Evaluated market trends with Informatica, **aiding data-driven decisions that boosted market share by 11%**
- Refined sales reporting with Salesforce, cutting time spent on administrative tasks by 11 hours per month
- Cataloged customer interactions via Zendesk, enabling follow-ups that surged loyalty ratings to 8.6/10
- Organized team meetings and task assignments in Asana, witnessing a 33% dip in follow-up time

### EDUCATION

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#### Indiana University Bloomington - Bachelor of Science, Marketing

2012 - 2016

Bloomington, IN

### SKILLS

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- Informatica
- Salesforce
- Looker
- Marketo
- Microsoft Teams
- Asana
- Showpad
- Zendesk
- Salesforce Sales Cloud
- Hunter.io