**[Business Development Customer Service](https://www.postjobfree.com/resume/adzcc4/business-development-service-elmhurst-il)**

**Location:**Elmhurst, IL

**Posted:**August 30, 2023

**Contact Info:**

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**Resume:**

Barbara Arnone

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5931 W Maple Ave Berkeley, IL 60163

SUMMARY

Experienced Inside Sales Representative highly effective at cultivating productive customer relations and building loyalty with exceptional service and product offerings. Ready to bring 20 years of sales success to drive dramatic revenue growth.

SKILLS

Attention to Detail

Pipeline Development

New Business Development

Salesforce CRM

Verbal and Written Communication

Time Management

Cheerful and Energetic

Documentation and Reporting

Excellent Time Management

Prospect Follow-Up

Revenue Forecasting

Exceptional Customer Service

Data Entry

Information Confidentiality

Revenue Growth

Issue Resolution

Relationship Building

Analytical Problem Solver

EXPERIENCE

Inside Sales Account Manager

School Specialty Lombard, IL Nov 2018-Current

Cultivated and strengthened customer relationships to drive revenue growth.

Set up customer accounts in CRM with complete information.

Responded to customer inquiries quickly and professionally to maintain customer satisfaction.

Worked in conjunction with outside sales representative to maintain and grow product sales.

Identified customer needs by asking questions and advising on best solutions.

Listened to customer needs to identify and recommend best products and services.

Business Development Manger

Chiro One Wellness Center Oak Brook, IL Jun 2010-Nov 2018

Maintained open and ongoing communication with clients to meet needs and expectations.

Established new customer accounts using negotiation and sales closing abilities.

Prospected, identified and cultivated relationships with contacts to promote product lines and solutions.

Determined business development opportunities and implemented effective strategy for client acquisition.

Developed and significantly grew assigned territory 15% within first year.

WEBSITES, PORTFOLIOS, PROFILES

https://www.linkedin.com/in/barb-arnone-b2330940