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Hester, LA 52240

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in woodrich-ping-9311640

## Skills

- Strong sales and coordination skills (e.g. on marketing activities)
- Advanced Selling skills strongly desired
- English Fluently
- Excellent verbal and written presentation skills
- Good analytical skills & exceptional problem solving skills
- Must be professional and a team player

## Reference

### Sprouls Juanita

Head of Sales  
Bradford Trading

📞 560-924-1141

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### Brint Aurelio

Head of Sales  
Crachip Enterprise

📞 982-190-5938

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# Woodrich Ping

## Inside Sales Representative

### Summary

My name is Ping Woodrich. I'm 40 years old and looking forward to take a position of Inside Sales Representative in your company. I'm certified in A certificate in training and equivalent is an advantage. With over 15 years of experience in Strong sales and coordination skills (e.g. on marketing activities) and Advanced Selling skills strongly desired. Must be professional and a team player.

### Expirience

#### Inside Sales Representative

Bradford Trading , Atlanta, LA

2017 to Present

- Responsible for quarterly and annual renewal forecasts to Named Account Sales Management
- Ensure timely and appropriate communication occurs with client's sales and marketing team
- Confidently contacting prospects to align Blackboard solutions with customers' technical and specification requirements
- Assists in the accomplishment of departmental and company objectives by performing other related duties as assigned
- Update forecast and opportunity details within Siebel/Salesforce.com to ensure accurate territory forecasts
- Coordinates with appropriate resellers and / or Vertiv field sales teams on the opportunity

#### Hybrid Cloud Inside Sales Representative

Crachip Enterprise , Mapaville, MO

2014 - 2017

- Collaborates with regional field sales employees on territory planning and execution
- Assists in the accomplishment of departmental and company objectives by performing other related duties as assigned
- Powerful customer focus with ability to anticipate customer's needs and plans ahead
- Establishes and reports on metrics to measure performance of the inside sales activities; corrects deficiencies where necessary
- Understands customer existing reseller relationships or understands how the customer would procure the solution

**Inside Sales Representative, Higher Education**  
**Acefficialk Sales , Snow Hill, MD**

2011 – 2014

- Collaborates with regional field sales employees on territory planning and execution
- Engage physicians and office personnel in live video detail and/or telephonic interactions
- Manages Team performance against quotas and sales forecasts, executes operating plans and ensures sales objectives are met
- Update forecast and opportunity details within Siebel/Salesforce.com to ensure accurate territory forecasts
- Leverage data sources provided by internal sources as well as being proactive in uncovering contacts from external sources

**German Inside Sales Software Representative**  
**Dennison Sales , East Brookfield, MA**

2008 – 2011

- Computer savvy, technically literate with the ability to type a minimum of 40 wpm accurately
- Powerful customer focus with ability to anticipate customer's needs and plans ahead
- Attends job-related training that may include refresher training, and service updates
- Generate sales that meet or exceed individual goals based upon call center medians

**International Inside Sales Representative**  
**Bonkowski Sales , Albion, IL**

2004 – 2008

- Establishes and reports on metrics to measure performance of the inside sales activities; corrects deficiencies where necessary
- Determine if prospect has any near term IT infrastructure or IT management requirements which we can provide
- Powerful customer focus with ability to anticipate customer's needs and plans ahead
- Drives revenue and contributes to the continued growth of Veeam through consistently achieving individual and team quotas

**Education**

**Degree in Sales specialisation**  
**University of Shock, WV**

2000 – 2004