**Software Sales Resume Template**

**Joye Thompson**

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**Professional Forte:**

* Possess extensive knowledge of consumer behavior.
* Excellent negotiating skills.
* Good communication skills.
* Excellent analytical skills and a good team player.
* Proficient in multitasking.
* Adept in account maintenance.

**Professional Experience**

**Hutchinsoni Software Co.**

**2000 till date**

Client Manager

Key Responsibilities:

* Major tasks included management of faculty and training new sales representatives.
* Price negotiations with clients and other customers.
* Generated multi-million dollar accounts within first seven months.
* Closed over 35 licensing agreements valued from $140,000 to $ 850,000
* Responsible for generating and analyzing monthly reports.
* Responsible for giving presentations and updates to the clients.

**Sonata and Sonata Software Co**. 1996-2000

Key Responsibilities:

* Major tasks included management of faculty and training new sales representatives.
* Price negotiations with clients and other customers.
* Closed an e-business deal with profit $2 M revenue.
* Responsible for generating and analyzing monthly reports.
* Responsible for giving presentations and updates to the clients.

**Educational Qualification:**

* Bachelor’s degree in Arts, University of California.
* Diploma in Management.

**Languages known:**

* Fluent in English
* Latin

**Other Interests:**

* Analyze the technological gadgets.