Corwin Abelard-Nakashima

Senior Sales Consultant, Office Technology

Wilmington, DE · corwin.abelardnakashima@example.com · (302) 555-0131 · LinkedIn

SUMMARY

Sales consultant with 7 years selling office technology to companies with 10 to 250 staff. Runs discovery meetings, site walk-throughs and multi-year proposals, and finished at 112% of annual quota over the last 3 years. Keeps a book of about 140 accounts and wins most of their renewals.

EXPERIENCE

Senior Sales Consultant — Hagley Crossing Office Technologies

Wilmington, DE · Apr 2021 – Present

- Closed about $1.4M in new contract value in 2024 against a $1.2M quota, with an average deal of about $18,000.
- Run about 12 discovery meetings a week, turning roughly 1 in 3 into a written proposal.
- Kept 91% of up-for-renewal accounts over 3 years by booking a review visit 90 days before each contract ended.
- Built a 2-page needs checklist now used by all 6 consultants on the team for first meetings.

Sales Consultant — Christina Riverfront Business Systems

Newark, DE · Jun 2017 – Mar 2021

- Sold copier and managed print packages to about 60 new accounts a year across northern Delaware.
- Raised average contract length from 36 to 48 months by pricing service and supplies as one bundle.
- Answered about 25 inbound quote requests a week, replying within 1 business day.

SKILLS

Selling: Needs discovery, site walk-throughs, product demos, proposals, objection handling, negotiation, closing

Account care: Renewals, upgrade reviews, quarterly check-ins, referral requests, handover to service and install teams

Tools: CRM pipeline and forecasting, quoting software, e-signature, spreadsheets, video meeting tools

Product knowledge: Multifunction printers, managed print, cloud phone systems, document scanning, lease and purchase options

EDUCATION

BS in Business Administration, Delaware Valley State College, 2017

Fictional example by FindAJobAI: the person, employers and numbers are invented.