


Brissa Tumulty

Sales Manager

Dynamic Sales Manager with three years of experience driving revenue growth and enhancing client relationships. Proven track record in exceeding sales targets and leading high-performing teams. Skilled in strategic planning, negotiation, and market analysis.

brissa.tumulty@gmail.com 

(165) 024-0032 

Overland Park, KS 

Education

Associate of Arts in Business Administration at Johnson County Community College

Apr 2018 - May 2022

Relevant Coursework:

Principles of Management, Financial Accounting, Business Law, Microeconomics, Marketing Fundamentals, and Business Communication.

Links

[linkedin.com/in/brissatumulty](https://www.linkedin.com/in/brissatumulty)

Skills

Salesforce



HubSpot



CRM



Negotiation



Forecasting



Analytics



Languages

English



German



Employment History

Sales Executive at Salesforce, KS

Mar 2025 - Present

- Spearheaded a cross-functional team to implement a new CRM strategy, resulting in a 27% increase in customer retention over 12 months.
- Exceeded quarterly sales targets by an average of 18% through innovative prospecting techniques and personalized client engagement.
- Streamlined the sales pipeline process, reducing lead conversion time by 22%, enhancing efficiency and closing rates.
- Collaborated with marketing teams to design targeted campaigns that boosted product awareness, driving a 35% uptick in inbound leads.
- Led training sessions for new hires, improving team performance by fostering skills development and achieving a collective sales growth of 15%.

Sales Representative at Oracle, KS

Feb 2022 - Feb 2025

- Spearheaded a cross-functional team initiative, boosting quarterly sales by 23% through innovative client engagement strategies and targeted marketing campaigns.
- Streamlined the customer onboarding process, reducing time to activation by 18%, enhancing client satisfaction scores by 12%.
- Cultivated relationships with over 120 key accounts, resulting in a 35% increase in repeat business and a significant rise in customer lifetime value.
- Orchestrated regional sales training sessions, elevating team performance metrics by 15% and fostering a culture of continuous improvement.
- Implemented data-driven analytics tools that identified market trends, contributing to a strategic product push that increased market share by 9%.

Certificates

Certified Sales Leadership Professional (CSLP)

Nov 2023

Strategic Sales Management Certificate

Mar 2022