**Ray Zumea**

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**SUMMARY**

Goal-oriented, sales driven professional with a proven track record of success. Proactive, strategic thinker with laser focus of quota attainment. Exceptional work ethic, competitive personality and proven ability to achieve revenue goals.

**PROFESSIONAL EXPERIENCE**

**Treeline Incorporated,** Boston, MA

***Sales Consultant January 2012 - Present***

*Treeline is one of the few firms in the nation to bring top sales talent and organizations together and has been recognized by INC magazine as one of the fastest growing companies in the United States.*

* Call on C Level executives and Vice Presidents of Sales.
* Consistently sustain a pipeline of enterprise class software and service solutions.
* Generate new business opportunities through outbound, social and targeted sales campaigns.

**Accomplishments**

* 2013 Quota 1.2 million, 140%
* 2012 Quota 1.0 million, 125%
* Sales Consultant of the year 2013 of 40 Consultants
* Rookie of the year 2012
* Presidents Club winner 2012 & 2013

**ABC Corporation,** Chicago, IL

***Account Executive July 2010 – January 2012***

*Company Description.*

* Experience
* Experience
* Experience

**Accomplishments**

* Achievement
* Achievement
* Achievement

**XYZ Company,** Boston, MA

***Sales Representative July 2009- July 2010***

*Company Description.*

* Experience
* Experience
* Experience

**Accomplishments**

* Achievement
* Achievement
* Achievement

**XYZ Company,** Boston, MA

***Business Development Representative May 2007- July 2009***

*Company Description.*

* Experience
* Experience
* Experience

**Accomplishments**

* Achievement
* Achievement
* Achievement

**EDUCATION**

**Harvard University,** Boston, MA

***Bachelor of Business Administration May 2007***

* GPA 3.5
* 4 year Hockey starter
* 100% self-financed