

LESLIE KELLY

ACCOUNT EXECUTIVE | COLD OUTBOUND | CONSULTATIVE B2B SALES & ACCOUNT GROWTH

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SUMMARY

B2B sales professional with cold-outbound, consultative discovery, deal closing, and account growth experience. Independently sourced and closed a ~\$10.8K Airgas sale in one week; ranked #2 nationally at AT&T with 212% attainment. Helped double fall enrollment at College Together in under three months through targeted outreach and follow-up.

SELECTED IMPACT

Sourced & closed ~\$10.8K in 1 week • 120+ outbound dials/day • #2 nationally at AT&T • 212% attainment • Doubled fall enrollment in <3 months

CORE SKILLS

Cold Outbound • B2B Closing • Consultative Discovery • Account Growth • Lead Qualification • Objection Handling • Quoting • Pipeline Management • Stakeholder Communication • Follow-Up • Salesforce • SAP • Element CRM • CRM Accuracy • Cross-Functional Handoffs

EXPERIENCE

COLLEGE TOGETHER | Philadelphia, PA

Outreach & Admissions Coordinator | Jun 2026–Present

- Proposed and helped build a new admissions and outreach function, defining workflows, follow-up standards, and handoffs to support consistent growth.
- Build relationships with students and community partners; use discovery to uncover goals, barriers, and the right next step across a multi-stage decision journey.
- Helped double fall enrollment in under three months by pairing tailored conversations with structured outreach and disciplined follow-up.
- Manage pipeline from first touch through decision, maintain accurate CRM records, and coordinate cross-functional handoffs.
- Became Element CRM SME without prior platform experience; improve workflow automation, data accuracy, and team adoption.

AIRGAS (AIR LIQUIDE) | Philadelphia, PA

Inside Sales Specialist | Oct 2025–Feb 2026

- Made 120+ outbound dials/day and consistently reached monthly revenue target within the first week, balancing activity with qualified customer conversations.
- Independently sourced and closed a ~\$10.8K hard-goods sale to a demolition company in about one week, from cold call to signed agreement.
- Managed existing customer activity, quotes, follow-up, and sales pipeline in Salesforce and SAP; supported retention and recommended solutions aligned to customer needs.

AT&T | Philadelphia, PA

Business Sales Consultant | Dec 2021–June 2024

- Ranked #2 nationally at 212% of target in a high-volume B2B sales environment.
- Prospected business customers, led consultative discovery, handled objections, recommended tailored solutions, closed sales, and supported account growth.

EDUCATION

Southern New Hampshire University | B.A. Communications | April 2026