

Megan Ortiz

Senior Territory Sales Representative

Profile

B2B sales representative with ten years in field, inside and retail sales. I manage a 140-account packaging territory in central Ohio, beat quota in each of the last four years and do my best work on plant floors, where the buyer can see the product run.

Experience

Senior Territory Sales Representative at Harlow Packaging Solutions, Columbus, OH

March 2021 - Present

- Manage 140 accounts in food, beverage and contract manufacturing with an annual quota of \$1.6M
- Reached 112% of quota in 2024 and 118% in 2025, second of 14 reps in the Midwest region
- Opened 23 new accounts in 2025 with an average first-year order of \$38K, mostly through plant visits and buyer referrals
- Won back a lapsed \$210K a year account by running a trial on their slowest packing line and fixing the waste problem before quoting
- Keep a 3x pipeline in Salesforce and have forecast within 5% of actual for six quarters in a row

Inside Sales Representative at Northpoint Office Solutions, Columbus, OH

June 2018 - February 2021

- Made 60 to 80 calls a day to small businesses for copiers, managed print and office supply contracts
- Booked an average of 14 qualified meetings a month for field reps, the highest on a team of nine in 2020
- Closed \$480K in renewals and upgrades in 2020 by calling customers 90 days before their contracts ended

Retail Sales Associate at Lakeview Wireless, Columbus, OH

May 2016 - May 2018

- Sold phones, plans and accessories in a busy mall store, often in the top three of 11 associates for monthly accessory sales
- Trained four new hires on the point-of-sale system and the returns process

Education

B.A. in Communication at The Ohio State University, Columbus, OH

August 2012 - May 2016

Volunteering

Classroom Volunteer at Junior Achievement of Central Ohio, Columbus, OH

September 2022 - Present

Teach a five-week money skills program to middle school students each spring.

Personal Information

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Columbus, OH

Social Links

LinkedIn

Skills

Selling: Territory planning, prospecting, discovery calls, negotiation, account management

Tools: Salesforce, HubSpot, LinkedIn Sales Navigator, Outreach, Excel

Products: Corrugated and flexible packaging, labels, packing line equipment

Other: Valid driver’s license, up to 40% travel

Certificates

Salesforce Certified Associate from Salesforce

May 2023

Inbound Sales Certification from HubSpot Academy

August 2019

Languages

English - Native

Spanish - Fluent