

Boolean Searches for Sales



Using Boolean is a helpful way to source faster. Here's a cheat sheet to help you get started right

("sales" OR "account director" OR "accountmanager" OR "accountmanagement" OR "account executive" OR "account management" OR "account manager" OR "business development" OR "bd" OR "bus dev" OR "business developer" OR "biz dev" OR "business develop" OR "b dev" OR "commercial" OR "client manager" OR "cold calling" OR "cold call" OR "kam" OR "key account" OR "lead generation" OR "new business" OR "nbd" OR "pre sales" OR "renewals" OR "sale" OR "salesperson" OR "salesman" OR "sell" OR "selling" OR "sold" OR)

("sales" OR "BD" OR "business development" OR "leads" OR "lead generation" OR "bus dev" OR "cold calling" OR "vendor" OR "vending" OR "buying" OR "trade" OR "trading" OR "salesman" OR "transaction" OR "payments" OR "payment" OR "deal" OR "deals" OR "gross" OR "exchange" OR "consumer relations" OR "sell" OR "seller" OR "sale" OR "exchange" OR "commodity" OR "commercial" OR "goods" OR "services" OR "customer service" OR "retail")

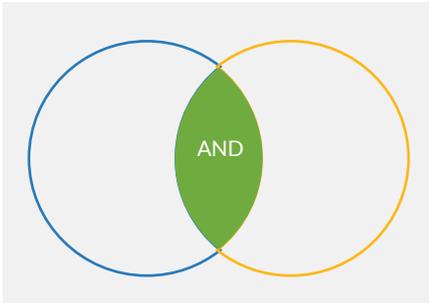
("sales" OR "BD" OR "business development" OR "leads" OR "lead generation" OR "bus dev" OR "cold calling" OR "vendor" OR "vending" OR "buying" OR "trade" OR "trading" OR "salesman" OR "transaction" OR "payments" OR "payment" OR "deal" OR "deals" OR "gross" OR "exchange" OR "consumer relations" OR "sell" OR "seller" OR "sale" OR "exchange" OR "commodity" OR "commercial" OR "goods" OR "services" OR "customer service" OR "retail") AND ("hunter" OR "sales" OR "business development" OR "account manager" OR "account executive")

Boolean Searches For Outside Sales Representatives

("territory" OR "business development" OR "outside sales" OR "hunter" OR "driven" OR "motivated" OR "cold call*" OR "quota" OR "road warrior" OR "door to door" OR "door knocking") AND ("sales") -manager

("sales representative" OR "outside sales" OR "account executive" OR "account manager" OR "sales consultant" OR "sales executive" OR "business development manager" OR "sales manager" OR "director of sales" OR "sales director" OR "territory manager" OR "branch manager" OR "sales associate" OR "inside sales")

Boolean 101. Here's your quick guide to understanding the basics of Boolean.



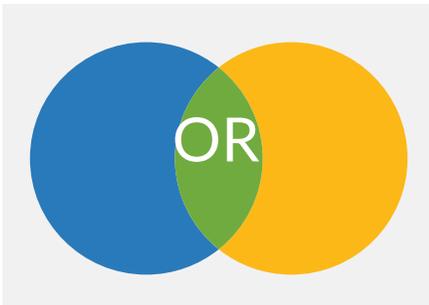
AND SEARCHES

AND searches require that all of the terms you have listed are found in your results. AND narrows or decreases results.

The result would be everything in the green area: the solutions that contain both blue and yellow.

For example: design and html

The results would be everyone who had “design” as well as “html” listed somewhere in their resume.

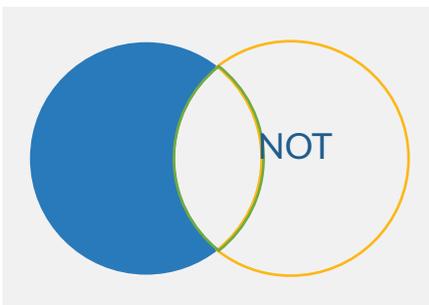


OR SEARCHES

OR searches require that your results contain any one of the terms being searched. The OR operator can be used to broaden or increase your results. In this case, the result would be everything in the blue, yellow, or green area: the solutions that are either blue or yellow!

For example: mechanic or diesel

The results would be everyone who had either “mechanic” or “diesel” listed somewhere in their resume.



NOT SEARCHES

NOT (or AND NOT) Searches - NOT (or AND NOT) searches mean that a term or terms can be excluded from your results.

In this case, the result would be everything in the blue area only – nothing that contains any yellow!

For example: pharmaceutical and not sales

The results would be everyone who had “pharmaceutical” in their resume, but would automatically exclude everyone who had “sales.”