

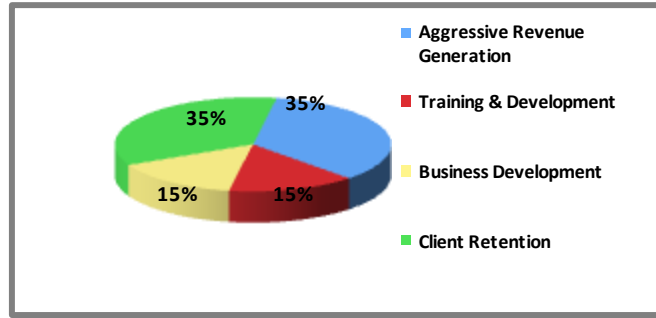
# CLIENT NAME

123 Anywhere, Any Town, USA ♦ (123) 456 -7899 ♦ client-name@yahoo.com

## SALES MANAGEMENT PROFESSIONAL

*Senior Sales Leader ~ Business Development ~ Cross-Team Collaboration ~ Up-selling & Cross-Selling Success*

- ✓ **A TOP-PERFORMING SALES MANAGER** credited with combining sales, marketing, business development and project management expertise to deliver substantial revenue growth in highly competitive territorial business markets.



- ✓ **EXCELS AT LEADING ORGANIZATIONS THROUGH STRATEGIC PLANNING,** creative solution development, and implementation of large, complex initiatives that dramatically improve operational performance and profitability.
- ✓ **PROVEN ABILITY TO LEAD, MOTIVATE, AND INTEGRATE CROSS-FUNCTIONAL** teams through business change and adoption, and work collaboratively with executive C-level, senior management, and program teams on ROI/cost-justified solutions to achieve sustainable performance results.
- ✓ **ABILITY TO CREATE TRANSFORMATIONAL SOLUTIONS** that create a high-performing workforce and accelerate strategic growth.
- ✓ **DEMONSTRATED PROFICIENCY IN COLD-CALLING** to generate viable sales leads and exceeding aggressive company sales metrics.
- ✓ **HIGHLY RESPECTED AND VALUED** as a trusted source of training, consulting and mentoring for other sales managers and dealers.

### AREAS OF EXPERTISE

Strategic & Tactical Planning • New Business Development • Negotiations • Market Research  
Brand Planning • Channel Marketing • Consumer Insights • Product Development • Profit & Loss  
B2B/B2C Marketing • Organizational Roadmaps • Budgeting & Forecasting • Staff Training & Leadership  
Talent Management • Cultural Sensitivity • Market Trends • Competitive Analysis • Revenue & Profit  
Growth • Sales & Marketing • Cost/Feasibility Studies • Consultative Sales • Ability to Work in a Fast-Paced Environment • Goal Oriented, Self Motivated & Driven • Exceptional Interpersonal Skills • Microsoft Office

### PROFESSIONAL EXPERIENCE

**TIGER DIRECT B2B**, Raleigh, NC  
**Sales Manager**, 2007-Present

**2002-Present**

Direct and monitor the growth and maintenance of account base through cold and warm call prospecting. Develop, train and manage a diverse sales staff, setting new standards in achieving record sales growth while implementing innovated ways to motivate sales staff and bring them to a new level of professional development.

#### Key Accomplishments:

- Dominate and drive sales negotiations as a seasoned/tenured sales team member consistently meeting and exceeding aggressive goals and metrics.
- Top Sales Manager for protection plan sales (YoY). Currently holding the #1 position.
- Supervise and train sales agents during onsite visits to enhance overall customer experience, inspire confidence in the sales staff and positively affect the company's bottom line.

- Increase average order value by adhering to up-selling and cross-selling policies and procedures and educating customer on related products and services.
- Attend and engage in on-going professional development activities such as educational workshops and webinars, technical training, reviewing professional publications, establishing personal networks and participating in all company-sponsored training activities.

**Sales Agent, Federal Government, 2002-2007**

**Key Accomplishments:**

- Leveraged existing account to obtain fresh new orders through cold and warm calling techniques.
- Established and managed new business relationships by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
- Regularly exceeded sales goals even when company focus shifted from federal government customers.

**GFI SOFTWARE**

**1999-2002**

**Sales Support**

- Drove sale of software accounts to profitable heights via phone and email, direct and through channel partners.
- Exploded sales volume by making out-bound calls to facilitate transactions and expertly handling incoming calls from potential federal government customers responding to sales inquiries.
- Collaborated with technical support to assist with software products as well as software testing.

**MILITARY EXPERIENCE**

**US ARMY/NC ARMY NATIONAL GUARD**

**1992-1999**

**Squad Leader**

- Rifle Squad Leader in an Airborne Infantry Company responsible for the welfare, fitness, morale and discipline of nine Soldiers.
- Oversaw the individual training and maintenance of their equipment.
- Instructed and advised in the matters of tactics, personnel management and junior leader development.
- Directed Squad's tactical employment during offensive and defensive operations.
- Oversaw and accountable for the maintenance of all assigned MTO&E equipment worth in excess of \$750,000 dollars.

**EDUCATION**

- **NC Wesleyan College**, Bachelor of Science in Business Administration, Honors, 2002
- **Fayetteville Tech**, Associate of Science Business Management, Honors, 2000

**CERTIFICATIONS**

- **Cisco CSE 6.0**
- **VMware VSP5.1 w/Federal Specialization**



**SALES  
PROFESSIONAL**