**Greg McCoy**

Award-Winning Sales Manager

Sometown, RI 02918 ◼ 555-555-5555

QUALIFICATIONS

**Top-ranked sales manager** recognized for contributions to record-setting sales figures, territory expansion and new account development. Proven ability to lead sales teams to achieve multimillion-dollar revenue gains. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. Experienced, “fearless” cold-caller and expert presenter, negotiator and closer.

EXPERTISE

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| --- | --- | --- |
| * Sales Team Supervision * Territory Management * Sales Training | * New Account Development * Relationship Building * Complex Negotiations | * Presentations & Proposals * Closing Strategies * Lead Qualification |

PROFESSIONAL EXPERIENCE

ABC COMPANY – Sometown, RI

**Sales Manager,** 1/2014 to Present

Recruited to grow Northeast sales region and manage a 12-member team within a 9-state territory. Expand market share by increasing gasket product-line sales to warehouse distributers and retail stores.

*Impact & Results:*

* Increased territory sales from $4 million to $6.3 million within two years, exceeding quota by 12% in FY2016 and 15% in FY2015.
* Ranked as #1 sales manager (out of 12) based on employee satisfaction and longevity in 2016.
* Fostered a robust, sustainable network of buyers from Maine to Florida, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage.
* Introduced new gasket lines into the market, often closing sight-unseen sales of newly released products.
* Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts.

DEF COMPANY – Sometown, RI

**Sales Manager,** 2/2010 to 1/2014

**Sales Associate,** 10/2009 to 2/2010

Managed daily operations of automotive service department generating $12.5 million annually. Provided floor sales leadership and supervised eight associates. Rapidly promoted from initial sales associate position.

*Impact & Results:*

* Surpassed sales goals by 19% in 2012 and 14% in 2013.
* Recognized for superior performance as a two-time district “Employee of the Month” honoree.
* Increased sales of company-owned paint sealants by 24%, selling $245K in sealant products in 2013.

EDUCATION

ABC University – Sometown, RI

**Bachelor of Science in Business Management,** 5/2009