

# TIMOTEO AMBRIZ

## Sales Manager

### CONTACT

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(123) 456-7890   
San Diego, CA   
[LinkedIn](#) 

### EDUCATION

Bachelor of Arts  
Business Administration  
University of California San  
Diego  
2017 - 2021  
San Diego, CA

### SKILLS

CRM (Salesforce)  
Outbound Sales  
Detail-oriented  
Personable  
Collaborative  
Verbal Communication

### CAREER OBJECTIVE

Sales manager with 1+ years of experience and a focus on goal setting and accountability. Seeking an opportunity to work for a renowned sales corporation like Just in Time, where my management style of fostering employee excellence can develop intentional, self-driven employees.

### WORK EXPERIENCE

#### Sales Manager Intern

Trustpilot

2022 - current / San Diego, CA

- Inspired the sales team to grow and develop individual sales goals that increased average client bases by 134
- Cultivated relationships with potential customers, identifying needs and gaining excellent feedback on 98% of customer reviews
- Projected expected sales volume and profit for existing and new accounts while reducing expenditure by 12%
- Analyzed costs, competition, and trends, adjusting sales prices to maintain a 22% net profit margin
- Assisted with 90% of outreach and community events to develop a thriving group of supporters

#### Sales Manager Intern

Danaher

2021 - 2022 / San Diego, CA

- Assisted sales force to achieve sales and profit goals, fostering a yearly average of \$370,000 in new client revenue
- Identified revenue, collection, and activity goals, comparing past and projected revenues to marketing goals, increasing year-to-year revenue by 12%
- Oversaw development of a 12-member sales team by promoting results-driven processes
- Exceeded sales goal by 21%, increasing customer retention by 47% through communication with the sales team
- Assisted with general market activity, distributed information to the sales team, and encouraged efficiency in lead generation
- Landed 26 new customers over 2 years while improving customer retention by 13%