

Wes Turner

SALES MANAGER

Details

8790 Sugarbean Lane
Boulder, CO 80302
United States
(720) 315-8237
wessturner59@gmail.com

Skills

Project Management Skills
Business Development Strategies
Industry Knowledge
Interpersonal Communication Skills
Innovative Problem Solving

Profile

Experienced and self-motivated Sales Manager with five years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, escalate revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

Employment History

Sales Manager, Winthrop and Lee, Boulder

NOVEMBER 2014 – PRESENT

- Helped to achieve a 25% increase in sales revenue over the course of 1 year.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- Managed sales employees and counseled employees based on their professional growth and productivity.

Sales Manager, Lola & Co, Denver

SEPTEMBER 2010 – OCTOBER 2014

- Successfully managed a sales team of 10+ people to meet and achieve sales goals,
- Developed and implemented sales plans to expand customer base and increase customer retention,
- Presented sales, revenue, and expenses reports to management teams,
- Researched competition and developed strategies to stand out as a company against competitors,
- Monitored the performance of sales team members and worked to increase team morale and motivation.

Sales Associate, The Mighty East, Denver

AUGUST 2008 – AUGUST 2010

- Provided excellent customer service at all times.
- Checked prices and promotional rates for customers.
- Answered customer questions and concerns to the best of my ability.
- Helped to increase customer retention by striving to create wonderful customer experiences.
- Worked with the mission of the company in mind and served as a dedicated and enthusiastic part of the sales team.

Education

Bachelor of Marketing, Colorado College, Colorado Springs

AUGUST 2005 – MAY 2009

High School Diploma, The Vanguard School, Colorado Springs

SEPTEMBER 2001 – MAY 2005

References

Dr. Ellen Desisto from Colorado College