

Jill Johnson

AWARD-WINNING SALES MANAGER

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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

- 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 distributors 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