

JAMES JONES

REGIONAL SALES MANAGER

123 Main St. City, State

Email | Phone | LinkedIn

EXECUTIVE PROFILE

A results-driven sales manager, specializing in the field of fitness and nutrition. With over five years' experience leading regional sales teams for a major retail corporation, seeking advancement to increase regional responsibility after proving ability to improve sales strategies and meet monthly targets.

ACHIEVEMENT ANALYSIS

- ✓ Boosted sales in three locations more than 10% over 6 month period
- ✓ Hired and trained new sales managers for 6 locations to drive effective sales
- ✓ Drove new sales initiatives to take back sales from web
- ✓ Implemented new POS system and trained all associates in each location

SKILLS

- | | |
|---------------------|----------------------|
| • Team management | • Merchandising |
| • Retail POS | • Customer service |
| • Price matching | • Customer education |
| • Store maintenance | • Nutrition |

PROFESSIONAL HISTORY

REGIONAL SALES MANAGER / 2011 – PRESENT

Corporate Vitamin Store

Promoted to manage six regional stores, while maintaining home location. Oversaw the progress of each location's sales growth, hiring, training, and new product launches.

- Open and close main location, following all corporate processes and organization standards
- Provided comprehensive customer service from delivering valuable product information, taking feedback, and completing seamless transactions
- Evaluate effectiveness of new promotions and products

MANAGER / 2010 – 2011

Corporate Vitamin Store

SALES ASSOCIATE / 2008 – 2010

Retail Store

EDUCATION

Bachelor of Science, Marketing – College XYZ / 2009