

# JAMES JONES

## REGIONAL SALES MANAGER

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123 Main St. City, State

Email | Phone | LinkedIn

### EXECUTIVE PROFILE

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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

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- ✓ 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

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

### PROFESSIONAL HISTORY

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#### 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

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Bachelor of Science, Marketing – College XYZ / 2009