

Sales Resume

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Sales manager with 7+ years of experience driving profitability through strategic growth, leading teams, and quality control. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic perspective. Presently seeking a leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

PROFESSIONAL EXPERIENCE

Johnson Insurance Inc.

Sales Manager

Concord, NH

August 2019 – Present

- Manage sales staff of 7; communicate job expectations and provide direction, support, and motivation to team to meet agreed sales targets and KPI lines
- Design and develop procedures to ensure sales team achieves organizational customer service expectations, resulting in annual increase of customer satisfaction by 5%
- Improve and maintain operational and profit objectives exceeding \$13M in monthly sales within district; implement company business plan and provide information for future improvement to business manager
- Responsible for resolving problems; identifying and analyzing market trends; monitoring competitor activities and responding to customer needs

TRP Insurance Co.

Sales Representative

Concord, NH

July 2014 – July 2019

- Analyzed customer needs via carefully constructed surveys to develop data driven pitches, increasing profits by 15% over 2 years
- Trained two new employees in industry knowledge, pitch presentation, and closing strategies, leading to the new hires outperforming other new employees by up to 12%
- Fostered strong customer and strategic associate relationships to elevate brand awareness through community initiatives, such as Meals on Wheels and sponsorship of homeless
- Dealt with customer queries; analyzed precise ongoing market analysis and valuation of competitors, looking unique ways to enhance sales
- Awarded “Outstanding Achievement” trophy for consistently performing above average sales in a company spanning 20 states

EDUCATION

SOUTHERN NEW HAMPSHIRE UNIVERSITY

Bachelor in Business Administration

Honors: cum laude (GPA: 3.8/4.0)

Manchester, NH

May 2014

SKILLS

- Excellent MS Excel abilities: Pivot tables, data analysis, and market trends
- CRM tools (Salesforce, Zendesk, HubSpot)
- LinkedIn Sales Navigator, ZoomInfo
- Bilingual in English and Spanish