

# John Floyd

## Sales Manager

City, State | 000-000-0000 | [email@email.com](mailto:email@email.com)

### Summary

Sales manager/executive with 14 years of experience in sales & IT marketing. Strong leader with motivational management style and reputation for building and retaining highly motivated staff, customers and vendors. Experienced and comfortable in reporting to an International HQ outside the country. Great experience in sales and very result oriented, a great achiever with an excellent track record.

### Work Experience

#### Berkshire Hathaway

2015-04 - Present

##### Sales Manager

- Implementing Sales Programs by developing field sales action plans.
- Responsible for managing the sales team, developing a business plan covering sales, revenue, and expense controls, the meeting agreed to targets and promoting the organization's presence in the region.
- Developing long-term relationships with clients, through managing and interpreting their requirements.
- Sub-distributor qualifying, training & sales support.
- Responsible for account budgets, expenditure forecasts, and P&L accounts.
- Helping subordinates on improvements by motivating, encouraging and discussing ideas.

#### Exxon Mobil

2011-03 - 2015-04

##### Area Sales Manager

- Trained the partners and their employees to ensure the growth of the business.
- Worked with the management to develop sales training strategy.
- Trained the new members of the sales team and ensuring that their knowledge and skills were enhanced to maximize the sales revenue.
- Provided National Manager with an analysis of market & competitor intelligence.
- Guided Channel partners in pricing and preparing tender submissions and strategies.
- Identified and pro-actively resolving problem areas.
- Carried out team performance analysis.

#### McKesson

2007-04 - 2011-03

##### Sales Engineer

- Business Development through Sales & Marketing of Industrial Products.
- Generation of inquiries, Offer preparation, following up with customers for orders, payments etc.
- Interacting with the existing clients of the company.
- Reviewed all sales activity and identified new product opportunities.
- Tying up with new potential clients and identified new projects in order to increase the sales target.

### Education

#### B.TECH

2007

Missouri State University

### Skills

#### Operating System

- Windows
- Apple Macintosh

#### Database Management System

- File-Maker

#### Judgment and Decision-making

#### MS Office Tools

#### Excellent Written and Verbal Communication Skills

#### Persuasiveness, Adaptability & Innovation