

Kate McDavies, Small Business Sales Manager

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Place of birth	San Antonio	Driving license	Full
Nationality	American		

LINKS

[Twitter](#), [FaceBook](#), [LinkedIn](#)

PROFILE

Experienced Small Business Sales Manager with ten years' experience seeking employment within Retail Products as Sales Manager with a focus to improve sales turnover and positively impact company revenue. Was instrumental in increasing quarterly sales performance by 30% in during the last six months and leadership tenure is back by an MBA and numerous diplomas in coaching and training methodologies.

EMPLOYMENT HISTORY

May 2012 – Feb 2019	Sales Manager, Baseline Electronics <div>Knoxville TN,</div> <p><i>Accomplishments: Responsible for establishing six new client territories across the Mid-West region within eighteen months. Reduced cost of sale expenses by thirty percent after signing with a new courier third party.</i></p> <ul style="list-style-type: none">• Build creative sales strategies to increase customer satisfaction and attain business sales goals.• Conduct reviews of departmental sales performance and compare these against expected targets to identify areas for improvement.• Use analytics to populate data sets and compile reports for executives• Actively involved in research efforts to identify new marketing strategies, business opportunities and the performance of competitors.• Track overall sales activities and allocate resources in sales areas that require additional sales consultants to handle the sudden influx of new business.• Participates in trade shows, sales workshops, sales seminars, and events on behalf of the business to increase visibility.• Stay on top of new trends and innovation within the industry.• Continuously network by staying an active member of relevant industry bodies locally and internationally where applicable.• Cultivate relationships with prospective new clients and by introducing sales consultants to them• Develop training plans and career paths for subordinates• Collaborate with internal stakeholders such as finance and HR departments regarding budgets and recruitment needs.• Conduct performance reviews and career planning sessions with members of the sales team
Feb 2009 – Mar 2012	Assistant Sales Manager, Silicon Technology Distribution <div>Nashville, TN</div> <p><i>Accomplishments: Reduced sales consultant staff turnover from 40% to 10.5% within 12 months. Increased sales by 15% year on year.</i></p> <ul style="list-style-type: none">• Handle customer complaints regarding sales and service• Prepare budgets and approve expenses• Track customer preferences to determine where the focus of sales efforts should be• Analyze sales statistics and activity metrics• Conduct sales projections regarding products and client territories and forecast individual billings for sales staff Determine discount rates or special pricing plans• Develop plans to drive new business development, through direct sales techniques, cold calling, and business-to-business marketing visits• Allocate sales territories and set sales quotas• Plan and coordinate training programs for sales staff• Conduct Performance Reviews

EDUCATION

Aug 2003 – Sep 2006	University of Arizona, Bachelor of Communication Science <div>Phoenix, AR</div>
Jul 2014 – Feb 2018	Tennessee Tech University, Master of Business Administration <div>Cookeville, TN</div>