

First Last

Sales Manager

Sales Manager with five years of experience training and supervising sales staff while planning and implementing sales strategies. Adept at launching successful marketing campaigns and team leading.

EXPERIENCE

Resume Worded, New York, NY

Sales Manager

January 2020 – Present

- Managed a retail store with 10 employees and revenue of \$2M per year.
- Increased the sale of 5+ low performing items by 20% by using merchandising techniques that included product placement and visual.
- Maintained a client database and implemented five client outreach programs to boost business by 10%.
- Hired and trained 10+ employees on new products, customer service, and consultative selling techniques.

Growthsi, Remote

Retail Sales Manager

July 2016 – January 2020

- Supervised a team of 15 associates in addition to overseeing a staff of 100+ associates while managing daily operations of the store.
- Increased departmental sales by 10% in a year and designer brand by 45%.
- Monitored performance of each team member by conducting a monthly touch-base, increasing overall performance by 25%.
- Developed over 10 new ideas for increasing sales by executing grass-root events that increased business by 15%.

Resume Worded, Boston, MA

Territory Sales Manager

January 2012 – June 2016

- Serviced and managed 100+ target accounts on six medical specialties.
- Demonstrated product knowledge of over 300 clinical nutrition formulas and medical foods.
- Secured a \$1.5M contract with a multi-location wellness center; served integral role in practice start-up.
- Engaged and retained 100+ new and existing customers through email campaigns, monthly webinars, and in-office training.

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SKILLS

Business Strategy

Customer Service

Business-to-Business (B2B)

Marketing

Management

Retail

Customer Relationship

Management (CRM)

EDUCATION

Resume Worded University

Master of Business, Major in Sales

January 2012

New York, NY

- **Awards:** Resume Worded Sales Fellow (only 5 awarded to class), Dean's List 2012 (Top 10%)
- Completed one-year study abroad with Singapore University

OTHER

- Volunteer 20 hours/month at the ABC foundation, leading sales projects
- PMP-certified (2020)