

Sales Manager

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PERSONAL STATEMENT

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true sales professional who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results. Deborah is a talented sales manager who can enhance the performance of any business by using her energy, drive and commitment to succeed to build outstanding relationships with customers and drive overall revenue growth. Her performance is results driven and as a quick learner she is fast at absorbing new ideas and adapting to changing scenarios. Right now she is now looking for a suitable managerial position with a company that is renowned for hiring exceptional people and for giving them unparalleled opportunities to build their careers and capabilities.

Marketing

Marketing strategies
Marketing campaigns
Customer focused
Sales orientated
Brand awareness
Presentation skills

Negotiating

Strong closing skills
Influencing skills
Building relationships
Account management
Selling creatively
Up-selling

Dynamic

Entrepreneurial flair
Increasing revenue growth
High energy levels
People management
Business planning
Writing reports

Smart

Coming up with ideas
Commercial judgement
Analysing data
Effective planning skills
Innovative
Business sense

CAREER HISTORY

Financial Services Company - Birmingham

SALES MANAGER Apr 2009 – Present

Responsible for organising and leading a team and developing and delivering the company's Sales and Marketing strategy within a specific region. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved. Although office-based, also required to spend a considerable amount of time visiting sales teams in the field.

Duties

- Generating new business by leveraging existing relationships, prospecting, conducting market analysis and launching campaigns.
- Maximising sales performance through delivering an exceptional customer experience, people management and cost control.
- Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close.
- Identifying and developing sustainable relationships with key accounts at both strategic and tactical level.
- Recruiting, training and developing new sales and marketing teams.
- Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing.
- Acting as a role model for junior staff by setting high standards through personal behaviour and actions.
- Ensuring staff comply with all company policies, processes and procedures, and addressing any shortfalls.

Insurance Company - Coventry

ASSISTANT SALES MANAGER Jan 2009 - Apr 2009

Mortgage & Loan Company - Birmingham

SALES REP Aug 2007 - Jan 2009