

SALES SAMPLE 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 and tactical perspective. Presently seeking a suitable leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

PROFESSIONAL EXPERIENCE

LONG & THOMPSON REALESTATE

Concord, NH

Sales Manager

July 2011 – Present

- Supervise and manage a sales staff of 7; communicate job expectations and provide direction, support and motivation to sales team to meet agreed targets and KPI lines
- Enforce policies and procedures and ensure that my sales team achieves the customer service levels set by the organization, resulting in an annual increase of customer satisfaction by 5% per year
- Improve and maintain operational and profit objectives exceeding \$13,000,000 in sales monthly within the district; implement company business plan and provide information for future improvement to the business manager
- Responsible for resolving problems; identifying and analyzing trends; monitoring competitor activities and responding to customer needs

TRP INSURANCE COMPANY

Concord, NH

Sales Assistant

May 2007 – July 2011

- Analyzed the specific needs of customers via careful surveys to develop data driven pitches, increasing profits by 15% over two years
- Trained two new employees in industry knowledge, pitch presentation, and closing strategies; new employee performance was notably higher than average
- Fostered strong relationships with customers and strategic associates to elevate brand awareness through community initiatives such as Meals on Wheels and sponsorship of homeless shelters
- Dealt with customer queries; analyzed precise ongoing market analysis and valuation of competitors and looked out for 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

Manchester, NH

Bachelor in Business Management, May 2007

- 3.83/4.0 GPA

ADDITIONAL SKILLS

- Business administration
- Excellent Microsoft Excel abilities: Pivot tables, data analysis, and trends
- Client relationship management abilities
- Strong and convincing personality
- Bilingual in Spanish and English