SOPHIA WILSON

TERRITORY SALES MANAGER

CONTACT

s.wilson@email.com ✉
(123) 456-7890 📞
Philadelphia, PA 📍
LinkedIn 🔗

EDUCATION

Bachelor of Science
Economics
University of
Pennsylvania
2008 - 2012
Philadelphia, PA

SKILLS

Salesforce
Tableau
Asana
VeevaCRM
Showpad
InsightSquared
Squirro
Buffer
Highspot
Seismic

CAREER OBJECTIVE

Dedicated and results-driven professional seeking a rewarding career as a territory sales manager at Husqvarna. With a proven track record of exceeding sales targets and fostering strong client relationships, I am eager to leverage my strategic mindset and industry expertise to drive revenue growth and market share expansion.

WORK EXPERIENCE

Regional Sales Manager

GlaxoSmithKline

2017 - current / Philadelphia, PA

- **Implemented a targeted client engagement approach using Veeva CRM, leading to a 15% improvement in client retention rates** within the first year
- Collaborated with the marketing team on Asana to launch successful product campaigns, which contributed to a 38% boost in new customer acquisitions
- Introduced performance metrics and conducted regular sales reviews that led to a 12% average increase in individual sales performance
- Developed and executed regional sales strategies, resulting in a 27% increase in annual revenue over three years
- **Exceeded annual sales quota by 121%** in the first year and maintained an average of 112% over the next three years

Regional Sales Representative

Johnson & Johnson

2012 - 2017 / Philadelphia, PA

- Fostered relationships with top-tier accounts, leading to a **32% increase in revenue from strategic accounts**
- Optimized route planning and resource allocation that led to a 27% reduction in travel expenses
- Analyzed competitor data using Squirro to adapt strategies, which led to a **16% increase in competitive market share**
- Utilized Tableau to assess sales trends and identify growth opportunities, resulting in a 12% improvement in forecasting accuracy
- Conducted product training sessions for healthcare professionals and increased product knowledge by 39%