**SALES MANAGER SAMPLE RESUME**

5399 Adelaide Avenue, Charlotte, NC 73290

(809)532-8997

Jerrycameron@live.com

*Sales Management with over 10 years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position. Obtained a Masters in Business Administration in June, 2008.*

**PROFESSIONAL EXPERIENCE**

BABCOCK & WILCOX Charlotte, NC

*Sales Manager September 2008 – Present*

* Build a full-scale sales operation from the ground up; duties include establishing database systems, recruitment of senior regional sales managers and developing sales and marketing strategies
* Implement strategic goals for marketing campaigns with billings in the range of $1M to $3M; serve as project manager, leading a team of 20 creative and technical staff
* Strategize with senior management to market new products of consumer goods into traditional retail channels of distribution in the Fast Moving Consumer Goods (FCMG) market
* Successfully expand the marketing reach of older products into emerging digital and online platforms

HAROLD-JEFFERSON Charlotte, NC

*Sales Assistant August 2002 – March 2006*

* Researched and developed the material for a series of four half-hour long video training series now used by company to train sales staff nationwide
* Identified and analyzed client goals and developed digital marketing strategies and solutions to achieve clients’ objectives
* Supervised the delivery and installation of bike parts to new clients; coordinated replacements with existing customers
* Developed quarterly mail campaigns in accordance with advertising schedules and sales budgets

**EDUCATION**

**UNIVERSITY OF WINDSOR** **Chicago, IL**

*Masters in Business Administration, June 2008*

**WALLACE STATE UNIVERSITY** **EAST LANSING, MI**

*Bachelor of Arts Degree in Business Administration, June 2002*

* Minor in Accounting

**ADDITIONAL SKILLS**

* Established networks and contacts in mass market distribution channels
* Graduate level coursework: Financial Forecasting, Statistics for Business Professionals