

## **DAVID THOMPSON**

Sales Manager

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### **PROFESSIONAL SUMMARY**

Results-driven Sales Manager with 8 years of experience in B2B sales, account management, and team leadership. Proven track record of exceeding sales targets and driving revenue growth.

### **CORE COMPETENCIES**

- Sales Strategy: Territory Management, Account Planning, Sales Forecasting
- Business Development: Lead Generation, Client Acquisition, Negotiation
- CRM Systems: Salesforce, HubSpot, Zoho CRM, Microsoft Dynamics
- Leadership: Team Management, Sales Training, Performance Coaching

### **PROFESSIONAL EXPERIENCE**

Sales Manager | Enterprise Solutions Inc. | 2017 - Present

- Led sales team of 8 representatives, achieving 120% of annual targets
- Managed key accounts with annual revenue of \$5M+
- Developed sales strategies that increased market share by 15%
- Implemented CRM system improving sales efficiency by 30%

Senior Sales Representative | Tech Products Ltd. | 2013 - 2017

- Exceeded sales quotas for 12 consecutive quarters
- Built and maintained relationships with 50+ corporate clients
- Conducted product demonstrations and presentations

### **EDUCATION**

Bachelor of Business Administration | Business School | 2009 - 2013