

DARIAN CLEAVER

Corporate Sales Manager

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☎ (123) 456-7890

📍 San Francisco, CA

in [LinkedIn](#)

WORK EXPERIENCE

Corporate Sales Manager

Splunk

📅 2017 - current

📍 San Francisco, CA

- Developed business through **sales solicitation for the assigned territory, gaining \$4.1M in yearly revenue**
- Provided a memorable sales experience through personal conversation, landing 40+ new customers over 3 years
- Set and met the team and personal goals through creative problem solving and attended 8 yearly corporate and individual training classes to continue education
- Arranged and conducted 26 special events, site inspections, and off-site presentations for potential clients
- Maintained client files, updating information per departmental policies, and producing sales-related reports and sales forecasts

Sales Manager

Montblanc

📅 2015 - 2017

📍 San Francisco, CA

- Developed 36 sales initiatives and budget, monitoring the annual marketing plan to determine the effectiveness
- Coordinated product knowledge training sessions conducted by 11 manufacturers and distributors
- **Implemented 16 short and long-term sales strategies to drive profitable sales growth**, including evaluating and implementing new sales techniques
- Set individual goals for 33 sales representatives and provided leadership, coaching, and sales support

Sales Specialist Intern

Planted

📅 2013 - 2015

📍 San Francisco, CA

- Exceeded company objectives for sales volume, product mix, and new product awareness, assisting in earning \$200K in revenue
- Established lasting rapport with current and potential customers, **providing individualized service to improve customer satisfaction ratings by 14%**
- Provided product and service enhancements to improve customer satisfaction and sales potential

EDUCATION

Bachelor of Arts

Business Administration

University of California, San Francisco

📅 2009 - 2013

📍 San Francisco, CA

SKILLS

- Personable
- Collaborative
- CRM (HubSpot)
- Verbal Communication
- Results-oriented
- Thorough