

# EVE GWENDOLINE

88 Eighth Street, New  
York City, NY  
eveg@myemail.com  
(123) 239-0238

## EDUCATION

### Bachelor of Science in Management Studies

University of San Francisco, San  
Francisco, CA  
September 1996 - June 2000

Voted president of The Young  
Entrepreneurs Society

- Cost management
- Differentiation
- Delegation
- How to motivate a team

## KEY SKILLS

- Business analysis
- Revenue forecasting
- Customer experience
- Human resources
- Motivating a team
- Sales

Customer-focused management professional with 20 years of experience and a Bachelor of Science in Business Administration. In my career, I've consistently delivered results as a highly bottom-line focused manager. By focusing on employee performance and training teams to deliver an exceptional customer experience, I've increased profits by 32% in my current position. In my previous role, I played a key part in scaling up the business from a 10-person team to a 100 strong workforce and saw the sales department I oversaw increase sales by 22%.

## PROFESSIONAL EXPERIENCE

### Senior Sales Manager

KSCG, Manhattan, NY | December 2011 - Present

- Training and motivating staff to close challenging deals, improving employee retention by 50%
- Increased territory sales from \$1.2 million to \$5 million in my first three years
- Voted number one manager by employees six out of ten years

### Sales Manager

Pinball Enterprise, New York City, NY | October 2000 - December 2011

- Developed three five-hour training courses for my team, which became a company-wide initiative
- Led a team of 30
- Identified gaps in customer experience and worked with stakeholders to make improvements that led to sales increasing by 25%