

AMAR SINGH

A Training Manager with eight years of experience specializing in staff development, curriculum design, and sales management. A proven track record of developing high-quality training programs to enhance sales performance and drive leadership development.

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PROFESSIONAL EXPERIENCE

TRAINING MANAGER

Altair Pharmaceuticals, New York, NY
June 2016 - Present

- ◆ Lead the development and delivery of sales enablement training programs to improve close rates, lead generation, and account growth, resulting in a 200% revenue increase
- ◆ Deliver training to 50+ sales specialists and account executives on pharmaceutical product lines and strategic selling techniques to increase close rates by 30%
- ◆ Create course curriculum for a leadership development program to facilitate career growth for sales professionals, resulting in 10+ promotions across the team

TRAINING MANAGER

State Farm Insurance, New York, NY
July 2013 - June 2016

- ◆ Managed the development and implementation of sales training programs for 130+ sales representatives for a high-volume insurance call center
- Educated sales professionals on customer service best practices, sales techniques, and insurance products to achieve 130%-150% of annual sales quota

EDUCATION

Bachelor of Science (B.S.)
Business Administration

Columbia University, New York, NY
September 2009 - May 2013

KEY SKILLS

- ◆ Sales Training
- ◆ Curriculum Design
- ◆ Staff Development
- ◆ Program Management
- ◆ Leadership Development

CERTIFICATIONS

- ◆ HRCI Senior Professional in Human Resources (SPHR), 2016
- ◆ Certified Professional in Training Management (CPTM), 2013