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Objective:

Accomplished and results-driven sales manager with over 7 years of experience in the technology industry. Proven track record of consistently exceeding sales targets, developing high-performing teams, and collaborating with cross-functional stakeholders. Seeking to leverage my skills and expertise to excel in a new Sales Management role at StIT.

Skills:

1. Excellent interpersonal, communication, and leadership skills.
2. Strong negotiation, presentation, and closing abilities.
3. Proficient in CRM software (Salesforce, HubSpot) and Microsoft Office Suite.
4. Ability to analyze market trends, customer needs, and competitive landscapes.
5. Experience in developing and executing strategic sales plans.
6. Self-motivated, goal-oriented, and able to work in a fast-paced environment.

Education:

Bachelor of Science (BS) in Business Administration
University of California, Berkeley, CA
Graduated: May 2014

Work Experience:

Sales Manager
TechPulse, San Francisco, CA
March 2019 - Present

1. Developed and executed a strategic sales plan, resulting in a 40% increase in annual revenue.
2. Managed a team of 6 sales representatives, providing coaching, training, and performance evaluations.
3. Collaborated with the marketing team to develop targeted campaigns and promotional materials.
4. Maintained an up-to-date CRM system, tracking all sales activities, and generating regular reports for senior management.
5. Consistently exceeded monthly and quarterly sales targets, achieving a 130% quota attainment in 2021.

Senior Sales Representative
Innovatech, San Francisco, CA
June 2014 - February 2019

1. Consistently exceeded monthly and quarterly sales targets, achieving a 120% quota attainment in 2018.
2. Built and maintained strong relationships with a diverse portfolio of clients, including Fortune 500 companies.
3. Conducted market research and competitive analysis to inform sales strategies and tactics.
4. Delivered persuasive presentations and product demonstrations to potential clients.
5. Coordinated with the customer service team to ensure a high level of client satisfaction and repeat business.

Certifications:

Certified Sales Professional (CSP)
Sales Training Institute, San Francisco, CA
March 2018

Achievements:

Top Sales Performer, 2018 & 2021 - TechPulse
President's Club, 2017 - Innovatech

References:

Available upon request.