



## Sales Account Manager



## Sales Account










With experience in fitness and sales industries, I possess strong skills in membership sales, account management, and team leadership. I am known for my ability to build lasting client relationships, driving revenue growth and customer satisfaction. Whether leading a team or working directly with clients, I am dedicated to exceeding



### Contact



Madrid Spain

Manager	expectations and achieving exceptional results.	
	<p>My expertise in both fitness and account management enables me to make a meaningful impact on any organization.</p> <p><b>Work History</b></p>	<p><b>Skills</b></p> <p>Multitasking Abilities </p> <p>Organization and Time Management </p>
	<p>2023-01 - Current</p> <p><b>Sales Account Manager</b></p> <p>Doofinder SL, Madrid</p> <ul style="list-style-type: none"><li>• Contact regular and prospective customers to explain product features and solicit orders.</li><li>• Work diligently to resolve unique and recurring</li></ul>	<p>Teamwork and Collaboration </p> <p>Flexible and Adaptable </p> <p>Dependable and Responsible </p> <p>Teambuilding </p> <p>Marketing and sales </p> <p>B to B sales </p> <p>Relationship building </p> <p><b>Languages</b></p> <p>English</p>

		<p>complaints, promoting loyalty, and enhancing operations.</p> <ul style="list-style-type: none"><li>• Oversee sales forecasting, goal setting and performance reporting for all accounts.</li><li>• Anticipate clients' needs by staying in touch on regular basis</li></ul>	Spanish	<div><div><div></div><div></div><div></div><div></div><div></div></div><div>Advanced</div></div> <div><div><div></div><div></div><div></div><div></div><div></div></div><div>Elementary</div></div>
	2018-09 - 2022-08	<p><b>Head Coach</b></p> <p><i>Orangetheory Fitness, Vancouver</i></p> <ul style="list-style-type: none"><li>• Started in 2018 as a Sales Associate &amp; Coach</li></ul>		

		<p>by providing exceptional customer service through in-person, phone and email inquiries.</p> <ul style="list-style-type: none"><li>• Promoted as Head coach in 2020 where:</li><li>• Motivated clients to become stronger, more agile, and more effective through training habits.</li><li>• Interviewed, hired, trained and oversaw coaches.</li><li>• Increased overall team proficiency</li></ul>	
--	--	--	--

		<p>y by using education al drills and activities.</p> <ul style="list-style-type: none"><li>• Maintained equipment, facilities and inventory to avoid accidents, mishaps, and damage.</li><li>• Developed team strategy based on knowledge of fundamentals, team member skills.</li><li>• Handled member concerns in professional, objective manner with goal of resolution</li></ul>	
--	--	---	--

	2017-08 - 2018-08	<p><b>Memberships</b></p> <p><b>Executive</b></p> <p><i>UCD Sport &amp; Fitness, Dublin</i></p> <ul style="list-style-type: none"><li>• With a 68% closing rate I sold 537 club memberships in under 12 months generating over €456,000 in membership sales revenue.</li><li>• Trained in Professional Face to Face Sales – selling high end high priced multi facility annual club memberships contracts.</li><li>• Managed</li></ul>	
--	-------------------	--	--

		<p>online and offline membership enquiries to optimise enquiry footfall and new membership sales conversions.</p> <ul style="list-style-type: none"><li>• CRM systems management to optimise conversion rates from online activity and most importantly to ensure direct marketing success.</li><li>• Promoted high level of customer satisfaction using strong</li></ul>	
--	--	---	--

		<p>relationships building skills, consistent follow-up and prompt issue resolution.</p> <ul style="list-style-type: none"><li>• Collaborated with clients to maintain relationships and provide customers with thorough support and guidance.</li></ul>	
	<b>Education</b>		
	<b>2012-09 - 2016-06</b>	<b>Bachelor of Science: Sports Strength &amp; Conditioning</b> <i>TUS Thurles Campus - Tipperary, Ireland</i>	
	<b>Certifications</b>		



	<b>2021-09</b>	ACE Accredited Personal Trainer	