

Rami Shoula

Sales Manager

👤 Profile

Experienced and self-motivated Sales Manager with five years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, escalate revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

📁 Employment History

Sales Manager at Winthrop and Lee, Boulder

November 2014 — Present

- Helped to achieve a 25% increase in sales revenue over the course of 1 year.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- Managed sales employees and counseled employees based on their professional growth and productivity.

Sales Manager at Lola & Co, Denver

September 2010 — October 2014

- Successfully managed a sales team of 10+ people to meet and achieve sales goals.
- Developed and implemented sales plans to expand customer base and increase customer retention.
- Presented sales, revenue, and expenses reports to management teams.
- Researched competition and developed strategies to stand out as a company against competitors.
- Monitored the performance of sales team members and worked to increase team morale and motivation.

Sales Associate at The Mighty East, Denver

August 2008 — August 2010

- Provided excellent customer service at all times.
- Checked prices and promotional rates for customers.
- Answered customer questions and concerns to the best of my ability.
- Helped to increase customer retention by striving to create wonderful customer experiences.
- Worked with the mission of the company in mind and served as a dedicated and enthusiastic part of the sales team.

Details

romioshoula@gmail.com

Skills

Project Management Skills

Business Development
Strategies

Industry Knowledge

Interpersonal
Communication Skills

Innovative Problem Solving

🎓 Education

Bachelor of Marketing, Colorado College, Colorado Springs

August 2005 — May 2009

High School Diploma, The Vanguard School, Colorado Springs

September 2001 — May 2005

References

Dr. Ellen Desisto from Colorado College

edesisto@coloradoc.edu · 303-553-4572

Gene Wilmington from Lola & Co

gwilm@lolaco.org · 303-644-2711

Harris Monaghan from Winthrop and Lee

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