|  |  |
| --- | --- |
| 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 HistorySales 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. |  |  |  | | --- | --- | |  | EducationBachelor of Marketing, Colorado College, Colorado Springs August 2005 — May 2009 High School Diploma, The Vanguard School, Colorado Springs September 2001 — May 2005 |  |  |  | | --- | --- | |  | ReferencesDr. Ellen Desisto from Colorado College [edesisto@coloradoc.edu](mailto:edesisto@coloradoc.edu) · 303-553-4572 Gene Wilmington from Lola & Co [gwilm@lolaco.org](mailto:gwilm@lolaco.org) · 303-644-2711 Harris Monaghan from Winthrop and Lee [monaghan@winthroplee.com](mailto:monaghan@winthroplee.com) · 303-981-2217 | | DetailsSkills  |  |  | | --- | --- | | Project Management Skills | | |  |  |  |  |  | | --- | --- | | Business Development Strategies | | |  |  |  |  |  | | --- | --- | | Industry Knowledge | | |  |  |  |  |  | | --- | --- | | Interpersonal Communication Skills | | |  |  |  |  |  | | --- | --- | | Innovative Problem Solving | | |  |  | |