

Noah Perez

SALES MANAGER

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Sales Manager Summary

- Sales Manager with 8+ years in B2B and B2C environments, driving \$10M+ revenue in total sales.
- Increased sales revenue by 35% at Zenith Enterprises.
- Exceeded annual sales targets by 20% at Apex Innovations.
- Volunteer mentor at Youth Business Initiative.

Work Experience

Sales Manager Zenith Enterprises

January 2020 - Present

- Developed and executed strategies, boosting sales revenue by 35%.
- Led a team of 10, achieving a 20% increase in client acquisition.
- Launched a new product line, generating \$2M in additional revenue.

Senior Sales Associate Apex Innovations

June 2016 - December 2019

- Consistently exceeded sales targets by 20% annually.
- Cultivated client relationships, enhancing customer loyalty by 25%.
- Conducted market research, identifying new business opportunities.

Sales Representative Global Reach Corp

August 2013 - May 2016

- Managed a portfolio of 50+ clients, increasing retention rates by 15%.
- Developed sales presentations, leading to a 10% rise in contract renewals.
- Coordinated sales events, resulting in 30% more leads.

Education

Bachelor of Arts in Business Administration Boston University

September 2009 - May 2013

Skills

Sales Marketing Salesforce Market Analysis Leadership



Interests

- Traveling and Cultural Exploration
- Playing Chess
- Volunteering at Animal Shelters