SALES MANAGER

Summary

Results-oriented Sales Professional with over 8 years of experience in driving revenue growth, managing client relationships, and leading high-performing teams. Proven track record of exceeding quarterly targets and expanding market share. expert in CRM implementation, contract negotiation, and strategic planning.

Highlights

- Strategic Sales Planning

- Team Leadership & Training

- CRM Management (Salesforce, HubSpot)

- Key Account Management

- Budgeting & Forecasting

- Contract Negotiation

- Microsoft Office Suite (Excel, PowerPoint)

Experience

Regional Sales Manager

January 2018 to Present | Global Tech Solutions – Austin, TX

- Oversee a sales territory generating $5M+ in annual revenue.

- Lead a team of 10 sales representatives, conducting weekly training and performance reviews.

- Analyze monthly sales data to identify trends and adjust strategies for underperforming regions.

- Collaborate with the Finance department to ensure accurate revenue forecasting and budget allocation for the fiscal year.

- Successfully negotiated a 3-year partnership with a key enterprise client worth $1.2M.

Senior Sales Associate

June 2014 to December 2017 | B2B Logistics Inc. – Dallas, TX

- Managed a portfolio of 50+ mid-sized accounts, maintaining a 95% retention rate.

- Prepared weekly and monthly reports for senior management regarding sales pipeline and closed deals.

- Utilized Excel and CRM tools to track client interactions and sales progress.

- Resolved client billing issues by working directly with the Accounts Receivable team.

- Achieved "Salesperson of the Year" in 2016 for achieving 120% of the annual quota.

Education

Bachelor of Arts: Business Administration

May 2014 | University of Texas – Austin, TX

- Major: Marketing

- Minor: Economics

Skills

Salesforce, HubSpot, Cold Calling, Lead Generation, Public Speaking, Data Analysis, Forecasting, Revenue Tracking, Microsoft Excel, Team Building, B2B Sales, Account Management.