

NAME

TITLE

000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

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Experience

Director of Sales - Company / Location

January 2019 – Ongoing

- Generated new business leads and increased the company's revenue within existing and new accounts by an average of 10% annually.
- Created successful marketing and sales strategies to cross-sell the company's product and service packages, leading to an \$850,000 increase in annual revenue from existing customers alone.
- Closely monitored the performance of the sales department to oversee the implementation of the company's plans and strategies and ensure high-quality customer service.
- Interviewed and hired multiple high-performing talents that helped in the overall growth of the company's revenue.
- Attended weekly and monthly meetings with other department heads to assess the company's performance.

Regional Sales Manager - Company / Location

February 2015 – December 2018

- Led 4 sales teams to promote its products and services, which helped in increasing the annual company revenue by 15%.
- Implemented the sales strategies and targets created by the board of directors and communicated them to the team leaders and other key individuals.
- Ensured that all teams abide by the company's regulations
- Communicated with senior sales representatives and team supervisors to determine their leads.
- Processed the sales reports from sales teams and submitted them to senior management.

Project Experience

- Established and maintained a sales internship program to train new employees and prospects to recruit top talents, reducing hiring costs by up to 25%.

Education

2018

Master of Business Administration (MBA) - Wharton School of Business

- GPA: LIST
- AWARD
- AWARD

Bachelor in Business - University of Findlay

2013

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Leadership
- Team motivation
- Organization
- Negotiation and persuasion
- Working under pressure

Licenses & Accreditations

Licenses Licenses & Accreditations

- Certified Sales Professional (CSP)
- Certified Management Executive (CME)