**Matthew Gilchrist**

Sales Manager

+1-299-456-7888

m.gilchrist@gmail.com

linkedin.com/in/matt.gilchrist

twitter.com/matt.gilchrist

**Profile**

Results-driven and strategically minded sales manager with 4+ years of professional experience. Eager to join GHI Inc. to lead and inspire the sales team to delight the customer and expand into new markets. In previous roles consistently exceeded sales targets by 25% at the minimum, managed a team of over 15 sales associates, and brought in extra $200K revenue over the span of two quarters.

**Experience**

**June 20XX-Present. Sales Manager, ABC Inc.**

* Executed quarterly marketing plans while maintaining top quality standards.
* Ensured adequate stocking of merchandise.
* Prepared weekly schedules and assigned tasks to 15+ employees.
* Managed and developed local marketing strategies in cooperation with the General Manager.
* Exceeded sales targets by 25% in Q2 and Q3 20XX.
* Identified and started cooperating with 20+ new local suppliers.

**September 20XX–December 20XX. Sales Representative, DEF & Co.**

* Developed and conducted quarterly promotional activities.
* Identified new business opportunities by bringing in 20+ new leads monthly.
* Reported the progression of monthly sales initiatives to internal stakeholders.

**Education**

20XX, Penn State University, State College, PA

BA, Psychology

**Associations**

National Association of Sales Professionals (NASP)—Member

**Certifications**

* Voice of Influence (NASP)
* Six Steps to Closing Every Time (NASP)
* The Art of Prospecting (NASP)

**Key Skills**

* Sales techniques
* Interpersonal skills
* Communication
* Leadership
* Strategic planning
* Relationship building
* Collaboration
* Negotiation
* Salesforce

**Interests**

* Skateboarding
* Landscape photography