**SALES MANAGER RESUME**

(617) 828-9045

youremail@email.com

linkedin.com/in/

**SUMMARY**

Experienced mid-level sales manager professional with 10+ years of expertise in computer sales. Proven track record of creating and implementing sales and marketing tactics to increase long-term clients, and ensuring sales goals and customer satisfaction are met. Successfully added 200+ new long-term clients at Boston Tech Inc., equating to an average of an additional $500K in gross revenue annually.

**CORE COMPETENCIES**

* Sales development
* Customer Service
* Prospecting
* Market analysis
* Product knowledge
* Sales management

**PROFESSIONAL EXPERIENCE**

April 2017–Present | Boston Tech Inc., Boston, MA

**Sales Manager**

* Promoted to sales manager after 3 years for increasing long-term clients, successfully conducting sales campaigns, and consistently meeting sales goals.
* Manage full-scale sales operations, including strategy development and execution, and regional sales team recruitment and training.
* Oversaw creation and implementation of 3 key sales campaigns worth $2M. Led development of sales tactics and grew a team of 30+ creative sales and marketing staff.
* Strategize with senior management, setting department-wide annual sales goals based on previous-year returns and desired projected growth.

January 2014–March 2017 | Boston Tech Inc., Boston, MA

**Sales Manager Associate**

* Managed a portfolio of 50+ long-term clients. Met weekly with 5+ clients to analyze sales needs and identify new business opportunities
* Spearheaded and developed 4 quarterly sales mail campaigns in accordance with annual sales targets and budgets, resulting in 15 new company clients and total additional annual revenue of $200K
* Provided training and direction to 5 junior sales associates on their quarterly sales quotas, sales pitch, and closing strategies. Provided constructive feedback when necessary
* Consistently given over 95% approval rate with clients and colleagues

**EDUCATION**

**Master of Business Administration**

University of Massachusetts

May 2017

**Bachelor in Business Administration**

Pennsylvania State University

June 2012

**SKILLS**

* Market strategy & research
* Financial forecasting
* Customer & client management
* Active listening skills
* Sales planning
* Customer service
* Conflict management & resolution
* Contract negotiation
* Microsoft Office & Google suite