**SALES RESUME**

Philip Will

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**SUMMARY**

Sales manager with 7+ years of experience driving profitability through strategic growth, leading teams, and quality control. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic perspective. Presently seeking a leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

**PROFESSIONAL EXPERIENCE**

Johnson Insurance Inc. Concord, NH

**Sales Manager August 2019 – Present**

* Supervise sales staff of 7; communicate job expectations and provide direction, support, and motivation to team to meet agreed sales targets and KPI lines.
* Design and develop procedures to ensure sales team achieves organizational customer service expectations, resulting in annual increase of customer satisfaction by 5% annually.
* Improve and maintain operational and profit objectives exceeding $13m, in sales monthly within district; implement company business plan and provide information for future improvement to business manager.
* Responsible for resolving problems; identifying and analyzing market trends; monitoring competitor activities and responding to customer needs.

TRP Insurance Co. Concord, NH

**Sales Assistant June 2014 – July 2019**

* Analyzed customer needs via carefully constructed surveys to develop data driven pitches, increasing profits by 15% over two years.
* Trained two new employees in industry knowledge, pitch presentation, and closing strategies; new employee performance was notably higher than average.
* Fostered strong customer and strategic associate relationships to elevate brand awareness through community initiatives, such as Meals on Wheels and sponsorship of homeless shelters.
* Dealt with customer queries; analyzed precise ongoing market analysis and valuation of competitors, looking for unique ways to enhance sales.
* Awarded “Outstanding Achievement” trophy for consistently performing above average sales in a company spanning 20 states.

**EDUCATION**

SOUTHERN NEW HAMPSHIRE UNIVERSITY Manchester, NH

**Bachelor’s in business management, May 2014**

3.83/4.0 GPA

**SKILLS**

* Excellent Microsoft Excel abilities: Pivot tables, data analysis, and market trends
* Client relationship management abilities
* Strong and convincing personality
* Bilingual in Spanish and English