**SALES MANAGER RESUME**

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**Summary**

Energetic Sales Manager with 8+ years’ experience increasing revenue, developing and adjusting sales strategies, and building self-reliant sales teams. Spearheaded a team of 18 sales representatives to achieve and maintain highest company-wide sales average for 4 straight years. Seeking to use high-level sales management skills to skyrocket ABC’s ROI.

**Experience**

**Senior Sales Manager, XYZ Corp, San Francisco, CA, 20XX–present**

* Actively monitored all major KPIs of the sales team of 18 reps to identify challenges and design innovative sales strategies based on thorough research and data analysis.
* Collaborated with the digital marketing team of 8 colleagues in creating the new online sales funnel. Helped increase online sales by 85%.
* Led the digital sales revolution by switching from print marketing materials to digital brochures and presentation folders on tablets, cut the department’s printing costs by 97%.
* Won the 2016 Sales Innovation Award for introducing Virtual Reality into XYZ’s field force digital sales materials.
* Key achievement: Inspired team performance daily using incentive-based team competitions and behavioral coaching, achieved and maintained highest sales company-wide for 4 straight years (20XX–20XX).

**Sales Manager, Acme Corp, San Diego, CA, 20XX–20XX**

* Promoted to Sales Manager from Sales Associate in 20XX.
* Increased sales revenue by 18% in the first 60 days.
* Introduced gamification techniques to motivate the team and build rapport.
* Key achievement: Voted Salesperson of the Year in 20XX. Commended by the CEO as “the most skillful marketer I’ve ever met.”

**Sales Associate, Verizon, San Diego, CA, 20XX–20XX**

* Exceeded sales target for all years by over 15%.
* Boosted customer satisfaction from 78% in 2007 to 91% in 20XX.
* Managed to upsell products by focusing on customers’ past purchases.

**Education**

BS in Business Management
UCLA, CA
20XX
Graduated Summa Cum Laude

**Certifications**

* Certificate of Sales Management, FAU, 20XX
* CSE (Certified Sales Executive), SMEI, 20XX

**Hard Skills**

* Budgeting
* Coaching
* Digital Sales
* Team Building and Motivation
* Sales Strategy

**Soft Skills**

* Leadership
* Problem Solving
* Delegation