

SALES MANAGER RESUME

Helen Evans

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Career summary

An ambitious individual with a strong determination to succeed who also possesses impressive leadership skills and a deep understanding of customer-centric sales. Having a proven track record of working within a target driven environment and of achieving sales targets consistently. Able to sell across all portfolios of print, media and online, and having a consistent track record of being able to identify and present the most effective solutions to meet customer needs. Presently looking to join a rewarding company that provides opportunities for hard workers and over achievers.

Key skills

PROFESSIONAL EXPERIENCE AND ABILITIES

- Identifying and exploiting business opportunities with both new and existing customers.
- Accurately assessing a customer's needs & requirements.
- Used to establishing distributed/agent networks.
- Can negotiate skillfully in competitive situations.
- Analysing market activity and trends.
- Track record of meeting tight deadlines.
- Managing and developing distributor relationships.
- Excellent telephone sales skills.
- Ability to travel plus work remotely and independently.
- Experience of B2B, media and online sales.
- Creating innovative ways in which to build business from individual accounts.
- Dealing with enquiries, quotations and tender requests.
- Proactive about pursuing extra sales and always striving for more.
- Creating budgets for project proposals.
- An expert in business networking.

Career history

SALES MANAGER – Furniture Retail Store
Jan 2010 – Present

Reporting directly to the Sales Director on performance issues, campaign launches and product development. Successful in generating a six figure income from new business over a twelve month period. Responsible for managing specific territories and planning and implementing targeted campaigns. Supporting internal delivery and maintaining profitability across a portfolio of projects. Also in charge of; demonstrating company products to existing and potential customers, attending marketing conferences, exhibitions, and seminars; making regular face to face and telephone contact with existing and potential customers.

ASSISTANT SALES MANAGER – High Street FMCG Chain
Feb 2009 – Dec 2010

Working closely with colleagues in the Sales Team and at Head Office, involved in contributing to the overall process of management and corporate decision making to ensure the Company maximised its profitability. Was responsible for constantly identifying new opportunities and potential clients, as well as developing relationships with them. Also involved in submitting tenders; keeping abreast of developments in niche markets; achieving revenue and profit targets; closing value-added reseller partner opportunities in key markets and acquiring relevant market intelligence; identify customers, arrange meetings with key decision makers and secure sales; developing a highly professional and results – oriented sales force capable of achieving, or exceeding, demanding sales targets in their respective fields.

SALES ASSISTANT – Fashion Retailer
Jul 2007 – Jan 2009

This was a customer facing role where Helen was responsible for maintaining an in-store presence, and selling a broad range of fashionable clothes which reflected the retailer's core values which were quality, value and service. Greeting customers as they entered the store, enquiring about their needs and then offering them advice and guidance. Always pro-actively engaging with customer's in-store and introducing the benefits of the retailer's product range to them. Other duties included serving customers, handling cash with the use of a till; stock replenishment; merchandising; highlighting key offers and any in-store promotions; assisting with the upkeep and ongoing maintenance of the store; listening to customers and demonstrating genuine care and interest in their needs, all with the aim of helping to put them at their ease; receiving stock deliveries.

Education

NUNEATON UNIVERSITY 2004 - 2007
Marketing BA (Hons)

COLLEGE Coventry 2002 - 2004
A Levels; English (A) Physics (D) Geography (C)

SCHOOL Coventry 1997 - 2002
GCSE; Math (B) English (A) Physics (D) Geography (C)
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References

Available on request.

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