

Karen Smith Sales Manager

Dayjob Ltd
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PERSONAL STATEMENT

A dynamic, creative and innovative sales manager who has a long track record of successfully managing and growing accounts, as well as achieving sales targets. A proven 'closer' with a history of developing new business pipelines and delivering quota smashing sales results. Karen is fiercely competitive in her approach to winning business, and can manage accounts from a strategic and tactical perspective. She is persistent in her drive for improvement, and can plan and organise account workloads whilst still being flexible enough to prioritise tasks. Right now she is looking to further her career by using her drive and determination to succeed in a multi-faceted role with a company that has exceptional growth potential.

AREAS OF EXPERTISE

MANAGERIAL

- Analytical thinker with advanced skills in data analysis.
- Ability to influence cross-functional teams without using formal authority.
- Sales management experience within a fast moving fashion/clothing retailer.
- High level of problem solving skills.
- Consistent approach to all tasks.
- Experience within a large square retail footage operation.

SALES

- Previous success in delivering sales growth in a contracting environment.
- Ability to build relationships with key customers, sales agents, and Joint Venture partners.
- Recognising viable business opportunities.
- Market/product knowledge and awareness of competitors.
- A strong, confident negotiator, sympathetic to a customer's needs whilst at the same time able to support the business goals of a company.

PERSONAL

- Able to work under specified and agreed time constraints.
- Able to resolve difficult situations.
- Comfortable working in a highly autonomous environment.

CAREER HISTORY

Health & Fitness Equipment Supplier - Coventry

SALES MANAGER April 2009 – Present

Responsible for managing the sales process from initial opportunity through to the securing of the client purchase orders and working with operations and supply chain to achieve successful delivery of key projects.

Duties

- Managing and motivating large sales teams.
- Ensuring the achievement of a high standard of customer service.
- Overseeing the development of less experienced members of your team.
- Developing pricing and marketing strategies.
- Maximising profit through effective use of business KPI's and performance management process.
- Attending trade shows and exhibitions around the country.
- Managing store manpower effectively and in line with KPI objectives ensuring no unnecessary wastage of controllable wage costs.
- Ensuring deadlines and targets are achieved whilst maintaining a high quality of service.
- Devising unique strategies and techniques to achieve the sales targets.
- Identifying and winning new business opportunities within defined market sectors.

Insurance Reseller - Coventry

SALES SUPERVISOR June 2008 – April 2009

ACADEMIC QUALIFICATIONS

Birmingham North University 2005 - 2008 Marketing BA (Hons)

Birmingham South School 2003 - 2005 A Levels: Maths (B) English (A) Physics (C) Geography (A)

REFERENCES – Available on request



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