

Jennifer Heart

Sales Manager

AREAS OF EXPERTISE

Advertising campaigns

Account management

Budget performance

Client relationships

Competency training

Succession planning

Distribution analysis

B2B Sales

Competitor analysis

PROFESSIONAL

First Aid Qualified

French speaker

German speaker

PERSONAL SKILLS

Team player

Self starter

Articulate

PERSONAL DETAILS

Jennifer Heart

Dayjob Ltd

The Big Peg

Birmingham

B18 6NF

T: 0870 061 0121

M: 0087 222 9999

E: info@dayjob.com

Driving license: Yes

Nationality: British

PERSONAL SUMMARY

A sales hungry professional who is very commercial in her management approach, thrives on driving targets, and enjoys leading teams and achieving results through people management. Jennifer always ensures best practice and consistency across all business operations and is more than able to work accurately under pressure and to manage conflicting demands. She always takes full accountability for her own performance and for the development of subordinates. As someone who is known for driving process efficiency, she is enthusiastic when pushing for change. Apart from possessing proven leadership and sales skills, she also has a long track record of managing and delivering successful projects on time whilst meeting and exceeding customers' expectations.

She is currently looking for a suitable position with a company that has sustained growth potential and wants to continue to expand its portfolio.

CAREER HISTORY

IT Services Company - Coventry

SALES MANAGER April 2009 - Present

Responsible for developing revenue streams in line with Company strategy, focusing on site specific sales and margin growth, and critical cost control - all in line with the company objectives and targets.

Duties:

- Providing company Directors with and analysis of market & competitor intelligence.
- Overseeing up to 15 members of staff.
- Looking after a large department with an annual turnover of 2 million pounds.
- Assisting the Management team in pricing and preparing tender submissions and written proposals to clients.
- Identifying and pro-actively resolving problem areas.
- Communicating with clients on a daily basis.
- Carrying out team performance analysis.

High Street Shop - Manchester

ASSISTANT SALES MANAGER May 2008 – March 2009

KEY SKILLS AND COMPETENCIES

Marketing attributes

- An understanding of new manufacturing and aftermarket business.
- Excellent communication skills both oral and written.
- Experience of dealing with a blue chip FTSE 250 client base.
- Proficient in the use of mainstream software (Word, Excel and Power-Point).

ACADEMIC QUALIFICATIONS

Birmingham North University 2005 - 2008

Retail Management BA (Hons)

Birmingham South College 2003 - 2005

A Levels: Maths (B) English (A) Physic (C) Geography (A)

REFERENCES – Available on request.



Copyright information - Please read

© This Sales Manager [resume template](#) is the copyright of Dayjob Ltd 2012. Job seekers may download and use this particular resume example for their personal use to help them write their own one. You are also most welcome to link to any page on our site www.dayjob.com. However this CV template must not be distributed or made available on other websites without our prior permission. For any questions relating to the use of this template please email: info@dayjob.com.