

MARGARET WALES

SALES MANAGER

Career summary

An ambitious individual who has a positive, can-do attitude, coupled with the required level of enthusiasm and resilience to be able to sell into all market sectors. Well organised with a commitment to achieving excellent results, Margaret is able to create imaginative solutions to intractable problems & possesses the ability to learn about new products & markets quickly. She is articulate, well spoken & an excellent communicator, Right now she is looking to continue her already successful career with a vibrant, progressive and forward thinking company.

Work experience

Insurance Company

SALES MANAGER June 2008 – Present

Responsible for driving the profitability, customer service and business generation for a specific geographical region. Also in charge of a portfolio of existing accounts.

- Having full accountability and ownership of 3 offices.
- Building a database of potential future clients.
- Attend self-generated/sales appointments with clients.
- Analysing all sell in and sell-out data.
- Dealing with all levels of decision makers up to Director level.
- Prepare and deliver quotes to clients.
- Informing clients of suitable products, producing quotations and placing cover.
- Identify changes in local and national market trends.
- Ensure all order paperwork is completed in line with sales the process including direct debit mandates.
- Maintaining full knowledge of the company product offerings.
- Dealing with all insurance claims in a timely manner.

Manufacturing Company

SALES ASSISTANT July 2006 – May 2008

Academic qualifications

Nuneaton University 2003 – 2006

BA Sales & Marketing

Nuneaton College 2001 – 2003

A levels Maths (A)
English (B)
Geography (A)
Physics (D)
Accounting (B)

Key skills

AREAS OF EXPERTISE

- Cross selling
- Driving sales
- Customer solutions
- Merchandising
- Sales strategies
- Controlling costs
- Brand awareness
- Product knowledge

MANAGERIAL SKILLS

- Proven track record of taking responsibility for specific tasks and leading these to a successful outcome.
- Able to maintain accurate records and produce relevant documentation when required.
- Determining the appropriate resource requirements required to submit a quality bid.
- Strong commercial awareness.
- Ability to successfully manage multiple demands and shifting priorities.
- Performance management.
- Staff consulting and relationship building skills.
- Ability to explain (written or verbal) technically complex information to a non-specialist audience.
- Driving process efficiency.
- Able to handle several projects simultaneously.
- Able to spot trends and variations in data.

SALES SKILLS

- Building long term relationships with clients.
- Surpassing customer expectations.
- Experience of the B2B sales process.
- A high networking capability.
- Analysis of financial data and controlling costs and pricing.
- Selling to large commercial organisations.
- Persuasive communicator, articulate & numerate.
- Ability to understand and apply market intelligence to sales strategy.
- Able to analyse statistics and numerical data.
- Selling to both private and public sector clients.

REFERENCES

Available on request.

CONTACT DETAILS

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