

# MARY JANE

**SALES MANAGER**

Dayjob Ltd, 120 Vyse Street, Birmingham B18 6NF

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## Summary

A marketing professional who presents a polished image in dress, manner and attitude at all times. Mary has a proven track record of sales achievement and of successfully driving a business forward. She ensures profitability through the effective management of standards and by coordinating all aspects of staff performance. By possessing a positive approach and supporting new initiatives she is not only able to get the most out her subordinates but is also regularly achieves set sales targets. She is now looking for a suitable managerial position with an ambitious & exciting company.

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## Skills

### Managerial

Personnel recruitment  
Target setting  
Category management  
Commercial acumen  
Leadership skills  
Supply chain issues  
Effective planning  
Bid management

### Professional

Process Driven  
Business development  
Maximising sales  
Customer service  
Minimising costs  
IT skills  
Analytical skills  
Merchandising skills

### Personal

Competitive  
Customer engagement  
Resilient  
Committed  
Leading by example  
Self disciplined  
Articulate  
Communication skills

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## Career

SALES MANAGER

May 2007 - Present

Private Healthcare Provider

Responsible for the promotion, management and development of the company's business, products and services within the Greater London area, through managing the existing client base and its development, and achieving agreed targets for both sales and other services.

- Producing customer-specific proposals, and attending customer meetings and presentations.
- Traveling extensively to meet customers and to coach Regional Executives in the field.
- Presenting the company as a credible and professional supplier of products and services.
- Following up and supporting any potential new business with clients.
- Using advanced CRM systems to manage marketing campaigns.
- Implementing structure and order into the business operations.
- Answering all incoming calls and enquiries promptly and professionally.
- Maintaining accurate client history on a electronic database.
- Undertaking any reasonable senior management request.

ASSISTANT MANAGER

Feb 2006 – May 2007

Retail Shop

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## Academic

Nuneaton University                      2003 – 2006  
Retail Management BA (Hons)

Nuneaton College                      2001 – 2003  
A levels:    Math (A)    English (C)    Physics (B)    Geography (D)

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## References

Available on request.



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