

Sales Manager

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PERSONAL STATEMENT

A strong, ambitious individual who is driven by 100% customer satisfaction, and who is now looking for a challenging role. Having the passion, drive and commitment to succeed in any fast paced management position, Sarah is greatly motivated by success and the rewards it will bring. She has an permanent optimistic outlook, is always looking for positive things in tight situations and constantly strives to be the best in anything she does. When needed, she has the confidence to make tough decisions to ensure the long term success of any project. Her future plans are to advance into a managerial position which has the responsibility for the financial functioning of a firm. Right now she is looking to obtain a senior management position within a growth oriented, progressive company.

Managing



Contract management
Planning & budgeting
Managing operations
Motivating staff
Setting targets
Team building

Sales



Marketing strategies
Entrepreneurial
Market research
Sales operations
Sales techniques
Sales coaching

Dynamic



Action oriented
Disciplined
Highly professional
Receptive
Performance orientated
'Can do' attitude

Smart



Problem solving
Talented
Good judgement
Effective planning skills
Innovative
Persistent

CAREER HISTORY

Retail Clothes Company - Birmingham

SALES MANAGER Apr 2009 – Present

Responsible for ensuring the team delivers strong commercial results whilst adhering to all company policies, procedures and business ethic code. Also in charge of directing the company's sales program, assigning sales territories, setting goals, and establish training programs for the sales representatives.

Duties

- In charge of recruiting and training all sales staff.
- Establishing positive working relationship with Sales Personnel in different company branches.
- Maintaining accurate records of all pricings, sales, and activity reports submitted by Account Executives.
- Assisting Account Executives in the preparation of proposals and presentations.
- Carry out staff briefings and contribute or hold daily service meetings to measure success.
- Working closely with the Production Managers to develop promotions in order to generate sales.
- Creating an engaging and positive work environment for the Sales Team.
- Supporting the development of the sales teams' product knowledge and sales skills through effective training.

Furniture Store - Coventry

ASSISTANT MANAGER Jan 2009 - Apr 2009

Retail Store - Birmingham

RETAIL ASSISTANT Aug 2007 - Jan 2009

KEY COMPETENCIES

- Willingness to travel both nationally and internationally with a team of global professionals.
- Having a polished and professional approach to representing the company.
- Ability to bring new ideas and ways of working.
- A warm, friendly, outgoing and motivational personality.

ACADEMI QUALIFICATIONS

Birmingham North University: Retail Management BA (Hons) - 2004 - 2007

City & Guilds: Marketing Diploma - 2004

Birmingham South College: A levels - Maths (B) English (A) Business Studies (B) - 2002 - 2004

REFERENCES

Available on request



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