

johnandrews

An ambitious Sales Manager who has a long track record of exceeding set targets.

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John is an experienced and highly energetic candidate who is able to drive profitability improvement through strategic growth, waste elimination, and quality enhancement. He has a long track record of successfully directing the execution of tactical operating plans, and in the past he has worked with some of the world's most respected and recognizable brands. Right now he is looking for a suitable leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

Sales Achievements

Jul 2011- Present
Sales Target: \$1 M
Sales Achieved: \$1.5 M

Feb 2010 - Jul 2011
Sales Target: \$2 M
Sales Achieved: \$2.4 M

Aug 2009 - Feb 2011
Sales Target: \$3 M
Sales Achieved: \$4.7 M

Previous Clients

Coca Cola

Ford Motor Company

Microsoft

Dunkin Doughnuts

Start Up Company

Hyatt Hotels

Areas of Expertise

Revenue Growth

Marketing Brands

Selling Franchises

Lead Development

Retail Sales

Marketing Plans

EMPLOYMENT HISTORY

SALES MANAGER - *Insurance Company* Jul 2011- Present

In charge of a team of 15 sales reps, and responsible for leading the development and implementation of all marketing programs and strategic sales activities. Also in command of ensuring that the companies and its customer goals are aligned and met.

Duties:

- Interacting with guests regularly to gain feedback on quality & service effectiveness.
- Managing staff levels to ensure that key target marketing areas are always covered.
- Advancing the company's strategic positioning with key accounts and strategically important geographies.
- Maintaining strong and cordial relationships with corporate level sales and marketing managers.
- Identifying and monitoring the performance of competitors in the market place.
- Providing excellent customer service to designated accounts.
- In the field generating sales on a daily basis.
- Responsible for account budgets, expenditure forecasts, and P&L accounts.

SALES MANAGER

Web Design Company

Feb 2010 - Jul 2011

SALES EXECUTIVE

Manufacturing Company

Aug 2009 - Feb 2011

TEAM LEADER

Distribution Company

May 2007- Aug 200

KEY SKILLS AND COMPETENCIES

Sales & Marketing

- Identifying profitable new alternative distribution points.
- Managing complex online advertising campaigns for large direct clients.
- Good knowledge of Microsoft Office Software including Word, Excel and Outlook.
- Using market knowledge to influence decisions regarding customer pricing and sales programs.
- Organising special sales projects, such as new product introductions, sales promotions, advertisements, etc.
- Sales experience in municipal, contractor, or distributor markets a plus.
- Able to manage all aspects of sales to prospective and current customers, including providing highly technical and administrative product information.
- Ability to establish priorities and work under limited supervision.
- Negotiating with market research companies and advertising agencies.
- Able to forge high performing working relationships with sales colleagues.
- Can communicate information and ideas to others in an understandable manner.

ACADEMIC QUALIFICATIONS

Birmingham North University 2004 - 2007
Marketing BA (Hons)

Birmingham South College 2003 - 2004
A Levels: Maths (B) English (A) Physic (C) Geography (A)

REFERENCES – Available on request.



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