

# Alan Parker

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## PERSONAL STATEMENT

Peter has a clear understanding of the sales manager role and a track record of achieving growth and hitting sales targets by successfully managing the sales team. An expert at keeping the company competitive through innovative sales techniques that the competition do not use. Able to establish productive and professional relationships with key personnel in assigned customer accounts. Possess many years of experience in managing sales in a corporate setting. Right now, looking to join an ambitious company that only employs the very best.

## CAREER

### Company name - Location

**SALES MANAGER**                      **2017 – Present**

Responsible for the success of the company's sales department. Also, in charge of managing organizational sales by developing business plans, meeting planned goals, and coordinating. Involved in building and promoting healthy, long-lasting customer relations by fostering close relationships with key decision makers.

### Duties

- Setting reachable goals for individual sales team individuals' members and the whole department.
- Putting together strategic sales plans that will expand the company's customer base.
- Managing the recruitment of sales representatives and then coaching them and monitoring performance.
- Tactfully managing sales teams by assessing their individual and collective strengths and weaknesses.
- Researching the consumers' needs and then identifying ways and finding solutions on how to meet them.

### Company name - Location

**SALES MANAGER**                      **2016 - 2017**

## AREAS OF EXPERTISE

- Customer acquisition
- Recruiting staff
- Client relations
- Revenue growth
- Sales plans
- Sales techniques
- Generating leads
- Leadership skills
- Analysing data

## KEY SKILLS

### Professional

- Achieving company objectives by planning thoroughly and analysing performance data.
- Creating and then executing practical and strategic sales plans that will expand the company's customer base.
- Excellent time management skills and able to maximise resources so as to reach pre-set goals.
- Developing the sales team through counselling, motivation and product knowledge education.

## ACADEMIC QUALIFICATIONS

School/College/University name:      Course name & grades      -      Dates i.e. 2004 - 2007

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Subject & grades i.e. A levels -      Maths (B)      English (A)      Business Studies (B)

## REFERENCES

Available on request



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