**Sales Manager Resume Sample**

(xxx)-xxx-xxxx | your@email.com | 123 Your Address, City, State, Zip Code

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Effective sales manager with 10+ years of experience in regional territory management, sales team training, and marketing brand strategy. Consistently exceeded monthly sales goals, resulting in annual multimillion-dollar increases in profits 6 years in a row. Seeking to leverage my proven track record of maximizing company revenue in order to fullfil the National Sales Management position at your company.

**PROFESSIONAL EXPERIENCE**

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Stone and Meyer, Raleigh, NC September 2009 – Present

*Sales Manager*

* Analyze sales pipelines and trends with senior management in order to forcast quarterly sales goals and quotas with 95% accuracy.
* Designed an innovative marketing strategy to boost market penetration, increasing our operating profit margin by 30% in 2016.
* Facilitate hiring process and training of sales team across the Southeast region.
* Devise social media strategies that align with corporate B2C initiatives and objectives.

Louise and Wright,Charlotte, NC September 2006 – August 2009

*Sales Manager Assistant*

* Assisted in launching a sales campaign that garnered a 10% increase in profits during Q1 2007 alone; went on to steadily drive profits up to 25% over a 3-year period.
* Compiled industry best practices and entry level training procedures into an online course still used by the company to instruct entry level sales staff, and resulting in a 15% decrease in the employee turnover rate.
* Analyzed client goals and developed marketing strategies across various mediums to successfully foster trusted brands.
* Trained and mentored 12 entry level sales representatives.

**EDUCATION**

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Masters of Business Administration, University of North Carolina at Chapel Hill , Chapel Hill , NC August 2010 I Graduated Cum Laude

Bachelor of Arts in Business, University of North Carolina at Wilmington, Wilmington, NC

May 2008

**ADDITIONAL SKILLS**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Google AdWords certified
* Project Management Professional (PMP) *(2013 – Present)*
* Familiar with Customer Relationship Management (CRM) software: Salesforce & Relenta