Name

Address

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Personal statement

As an experienced Sales Manager, my tenacious and proactive approach has resulted in numerous important contract wins. My excellent networking skills have continued to provide my team with vital client leads, and I’ve particularly excelled in developing client relationships - resulting in an 18% increase in business renewals for my current organisation.

I would now like to utilise these skills, as well as the experience gained from my eight years in sales, and undertake a new challenge as an Events Manager for an award-winning Marketing agency.

Key Skills

* Advanced negotiation skills and experience dealing with big brands, including X, Y and Z
* High level of focus on events management, both for team building and sales boosting purposes
* Excellent account management, resulting in an 18% increase in business renewals achieved in my current position
* Extensive experience allocating and managing six-figure budgets
* Highly adaptable in dealing with organisational change, demonstrated when having to provide cover for outgoing Manager in a neighbouring region
* Excellent management and team development skills

Employment History

Regional Sales Manager, Location

(January 2015 – Present)

Achievements and responsibilities:

* Responsible for a team of 25 Sales Representatives
* Regional team achieved over £1million in revenue in a year for the first time ever
* Improved client relationships and increased sales through the organisation and implementation of various company-led lunch initiatives
* Increased annual profit margin by over 5% on previous year
* 18% increase in business renewals

Team Leader, Company Name, Location

(May 2010 – December 2014)

Achievements and responsibilities:

* Responsible for a team of 10 Sales Executives
* Consistently achieved team targets, reaching 150% revenue against plan during whole period of employment
* Organised the company Christmas party on an annual basis, which helped to boost staff morale by X%.
* Designed and implemented a quarterly team building event in order to improve communication, relationships, and goal alignment.
* Brought in a number of major new clients, including companies X, Y and Z
* Attended a number of client meetings to ensure excellent account management was maintained
* Provided training, support and call coaching for new starters, as well as my own team members
* Extensively improved product knowledge, leading me to become the Sales Trainer for the whole South East region

Sales Executive, Company Name, Location

(July 2006 – May 2010)

Achievements and responsibilities:

* Hit my revenue targets for twelve consecutive periods
* Brought in £100,000 worth of new business during my time of employment
* Provided excellent account management to all clients, resulting in numerous testimonials
* Named Sales Executive of the Period on three separate occasions

Education

College/School Name

(September 2004 – June 2006)

A-levels**:**

Biology – B Mathematics – B Sport Science - C

****School Name****

(September 1999 – June 2004)

10 GCSEs, grade A-C, including Maths and English

Hobbies and Interests

As a keen athlete, I spend a lot of my free time playing badminton – and have organised monthly tournaments within my local community for the past year. Not only did this involve finding venues and times that suited everyone, I also ensured refreshments were available for all participants. This helped boost numbers, and also increased overall club membership by 20% by the end of the year.

References

References are available upon request.