

John Smith

Sales Analyst



✉ john.smith@example.com

☎ 123-456-7890

📍 New York, NY

🌐 <https://www.johnsmith.com>

🌐 [linkedin.com/in/johnsmith](https://www.linkedin.com/in/johnsmith)

🌐 <https://www.johnsmithportfolio.com>

Summary

Results-driven Sales Analyst with 5+ years of experience in driving business growth through data-driven insights and strategic planning. Proven track record of achieving sales targets, improving sales processes, and enhancing customer satisfaction.

Experience

Senior Sales Analyst Jan 2020 - Present

ABC Corporation New York, NY

Develop and implement sales strategies to drive revenue growth and expand customer base.

- Analyzed sales data to identify trends, opportunities, and challenges, and presented findings to senior management.
- Collaborated with cross-functional teams to develop and execute sales plans, resulting in 25% increase in sales revenue within 6 months.
- Conducted market research to stay up-to-date on industry trends and competitor activity, and provided recommendations to sales team.
- Managed and maintained accurate and up-to-date sales data, including sales forecasts, pipeline management, and sales performance metrics.

Sales Analyst Jun 2018 - Dec 2019

XYZ Inc. Chicago, IL

Supported sales team in achieving sales targets through data analysis, market research, and sales strategy development.

- Developed and maintained sales dashboards to track key performance indicators, including sales revenue, customer acquisition, and sales cycle length.
- Conducted competitor analysis to identify market gaps and opportunities, and provided recommendations to sales team.
- Assisted in the development of sales forecasts, pipeline management, and sales performance metrics.
- Collaborated with sales team to identify and pursue new business opportunities, resulting in 15% increase in sales revenue within 12 months.

Education

Bachelor's Sep 2014 - May 2018

University of Michigan Ann Arbor, MI

Business Administration 3.5/4.0

Skills

Data Analysis

Sales Strategy

Market Research

Communication

Team Collaboration

Time Management

Microsoft Office

Salesforce

Languages

English Native

Spanish Intermediate

Certificates

Certified Sales Analyst Jun 2020

National Sales Association

Certification in sales analysis and strategy development.

Awards

Top Sales Analyst Award Dec 2020

ABC Corporation

Awarded for outstanding performance and contributions to sales team.