

# John Smith

Sales Manager

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## Summary

Results-driven Sales Manager with 8+ years of experience in leading high-performing sales teams, driving revenue growth, and expanding customer bases. Proven track record of consistently meeting or exceeding sales targets, with a strong ability to analyze market trends, develop strategic plans, and foster strong relationships with clients and stakeholders.

## Experience

### Sales Manager

Jan 2018 - Present

ABC Corporation

New York, USA

Lead a team of 10 sales representatives, providing guidance, coaching, and performance feedback to ensure sales targets are met or exceeded. Develop and execute strategic sales plans, analyzing market trends, customer needs, and competitor activity to drive revenue growth and expand customer bases.

- Developed and executed a sales strategy that resulted in a 25% increase in revenue within 6 months
- Built and maintained strong relationships with key clients, resulting in a 30% increase in repeat business
- Trained and mentored new sales representatives, resulting in a 25% reduction in onboarding time

### Senior Sales Representative

Jun 2015 - Dec 2017

DEF Company

Chicago, USA

Generated new business leads, built and maintained customer relationships, and consistently met or exceeded sales targets. Collaborated with cross-functional teams to develop and execute sales strategies, and provided market feedback to senior management.

- Consistently met or exceeded sales targets, with a peak performance of 150% of target in Q4 2016
- Developed and maintained a pipeline of 50+ prospects, resulting in a 20% conversion rate to closed deals
- Collaborated with marketing team to develop targeted marketing campaigns, resulting in a 15% increase in lead generation

## Skills

Sales Strategy  
Team Management  
Customer Relationship Management  
Market Analysis  
Communication  
Time Management  
Leadership  
Negotiation  
CRM Software  
Data Analysis

## Languages

English	Native
Spanish	Fluent

## Strengths

### Strategic Thinking

Ability to develop and execute strategic plans that drive business growth and expansion

### Leadership

Proven ability to lead and motivate high-performing sales teams

### Customer Focus

Strong ability to understand and meet customer needs, resulting in high customer satisfaction and retention