



Jane Smith

Sales Director

Dynamic sales director with over 10 years of experience leading high-performing sales teams to achieve multimillion-dollar revenue growth. Expert in strategic planning, market expansion, and team development. Known for implementing data-driven sales strategies that increase profitability and client retention.

Location

New York, NY

Phone

(987) 654-3210

Email

jane.smith@example.com
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Key Skills

- Budget management
- Leadership development
- Market analysis
- Strategic planning
- Team building

Education

Harvard Business School |
Cambridge, MA
May 2012
Master of Business Administration
(MBA)

Professional Experience

Sales Director, Global Solutions Inc. | New York, NY

January 2016 - Present

- Directed a 20-member sales team, driving annual revenue growth by 35% through innovative sales strategies and client engagement techniques
- Led the launch of three new product lines, increasing company market share by 25% within two years
- Collaborated with executive leadership to design a sales training program, boosting team performance by 40%

Regional Sales Manager, Innovative Products Corp. | Boston, MA

June 2012 - December 2015

- Oversaw sales operations across five states, achieving \$15 million in annual revenue and surpassing regional targets by 20%
- Built and nurtured client relationships, leading to a 30% increase in repeat business