



# David Black

## Territory Sales Manager

Territory sales manager with six years of experience overseeing sales operations and expanding market presence. Skilled in client relationship management, revenue forecasting, and team leadership. Consistently delivers top-line growth through strategic planning and market analysis.

## CONTACT INFORMATION

(123) 456-7890

david.black@example.com

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Chicago, IL

## KEY SKILLS

- Client retention
- Competitive analysis
- Market expansion
- Sales coaching
- Strategic planning

## PROFESSIONAL EXPERIENCE

June 2017 - Present

**Territory Sales Manager** | NorthStar Products | Chicago, IL

- Increased territory revenue by 35% over three years by identifying untapped markets and targeting key accounts
- Developed and implemented sales training programs, boosting team productivity by 25%
- Strengthened client relationships, leading to a 20% increase in repeat business

April 2015 - May 2017

**Sales Representative** | MidWest Supplies | Milwaukee, WI

- Generated \$1.5 million in annual sales through proactive client acquisition and retention strategies
- Conducted market research to refine sales strategies, resulting in a 15% boost in quarterly revenue

## EDUCATION

**Bachelor of Business Administration (BBA)**

University of Illinois | Urbana-Champaign, IL | May 2015