

Your Name

City, State Abbreviation Zip Code | (123) 456-7890 | email@example.com | LinkedIn | Portfolio

Profile

- Results-driven sales manager with eight years of experience increasing annual sales at Fortune 500 companies. Proven track record for securing customer loyalty and driving repeat business. Self-motivated, energetic, and strong leader, steering sales teams toward peak performance.

Education

- Master of Business Administration (MBA) | UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA | August 2017 - June 2018
- Bachelor of Science (B.S.) Marketing | UNIVERSITY OF CALIFORNIA, Berkeley, CA | September 2011 - May 2015

Certifications

- Certified Sales Executive (CSE), Sales and Marketing Executives International, 2018
- Certified Inside Sales Professional (CISP), American Association of Inside Sales Professionals, 2017
- Certified Professional Salesperson (CPSP), National Association of Sales Professionals, 2015

Key Skills

- Complex solution-finding
- Customer service
- Excellent communication skills
- Microsoft PowerPoint, Excel, and Google Sheets
- Motivation and collaboration
- Salesforce.com CRM
- Strategic planning
- Strong negotiating skills

Professional Experience

SENIOR SALES ANALYST | AMAZON, SEATTLE, WA | JUNE 2018 - PRESENT

- Performed quantitative analysis of sales data to provide actionable insights to management, contributing to a 15% increase in annual sales
- Implemented a new sales forecasting tool that improved the accuracy of sales projections by 25%
- Collaborated across teams to streamline sales processes and elevate customer service, resulting in a 10% increase in customer satisfaction scores

SALES ASSOCIATE | PROCTER AND GAMBLE, BOSTON, MA | MAY 2015 - JUNE 2018

- Consistently exceeded sales targets by 20%, earning the Sales MVP award twice
- Developed and maintained relationships with key accounts, boosting customer retention by 30%
- Assisted in training and developing new team members, increasing overall team sales by 15%