



HENRY DAVIS

Proficient sales manager with extensive experience at renowned multinational corporations like Coca-Cola. Track record in formulating strategic sales plans, training and developing teams, and collaborating effectively with various departments to drive customer satisfaction and achieve organizational goals. Highly skilled in leadership, sales, customer service, and financial management with certifications from the American Marketing Association.

CONTACT



(123) 456-7890



email@example.com



LinkedIn | Portfolio



City, State Abbreviation
Zip Code

KEYSKILLS

- Budgeting and financial management skills
- Customer service
- Sales skills
- Strategic planning
- Training and mentoring

PROFESSIONAL EXPERIENCE

Sales Manager | Coca-Cola, Atlanta, GA
December 2021 - present

- Lead a high-performing sales team of 20 members and consistently achieve team sales targets for six consecutive quarters
- Implemented a training program for new hires, which reduced onboarding time by 25%
- Developed key partnerships with customers, which resulted in an annual increase in account sales of 15%

Senior Sales Executive | Procter & Gamble, Philadelphia, PA
January 2019 - November 2021

- Formulated and led the execution of a new strategic sales plan that resulted in a 20% increase in annual sales
- Trained and mentored 15 sales associates, who improved individual key sales metrics by an average of 30%
- Managed collaboration between the sales department and other teams, resulting in an increase in customer satisfaction by 10%

EDUCATION

Bachelor's Degree in Marketing
UNIVERSITY OF SCRANTON, Scranton, PA | 2017

CERTIFICATION

- Strategic Sales Management Certification (SSMC), American Marketing Association (AMA), 2019