



ASHLEY TORRES

Senior sales manager with decades in pharmaceutical and consumer goods industries with respected organizations such as Johnson & Johnson and Pfizer. MBA possessing advanced skills in strategic planning, team leadership, account management, communication, and negotiation. Establish and nurture key accounts, lead cross-functional teams, implement innovative sales strategies, and exceed sales targets in demanding markets.

CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 City, State Abbreviation
Zip Code

KEYSKILLS

- Advanced knowledge of sales techniques and metrics
- Leadership and team management
- Negotiation skills
- Specialized knowledge of the pharmaceutical industry
- Strategic planning and forecasting

PROFESSIONAL EXPERIENCE

Director of Sales | Johnson & Johnson, Pfizer, Boston, MA
May 2019 - present

- Lead a cross-functional team of over 50 sales representatives in the Northeast region
- Developed and implemented innovative sales strategies, which resulted in a 20% increase in annual sales
- Manage key accounts worth over \$10 million, maintaining these partnerships through strategic negotiation and relationship-building

Senior Sales Manager | Pfizer, Cincinnati, OH
June 2014 – April 2019

- Directed a team of over 30 sales associates to surpass sales targets by 25% in the first fiscal year
- Developed, created, and deployed successful sales strategies based on market trends and customer behaviors
- Managed high-profile client accounts and implemented processes for long-term client management resulting in a 15% increase in client retention rates in one year

EDUCATION

Master of Business Administration (MBA)
UNIVERSITY OF CINCINNATI, Cincinnati, OH | 2013

Bachelor's Degree in Business Administration
OHIO STATE UNIVERSITY, Columbus, OH | 2011

CERTIFICATION

- Certified Sales Professional (CSP), Manufacturers' Representatives Educational Research Foundation (MRERF), 2018
- Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP), 2016