

RESUME4DUMMIES

ADDRESS: 4TH STREET, ANYPLACE, ANYWHERE 44444 PHONE: 444.444.4444 EMAIL: RESUMESAMPLE@EMAIL.COM

SALES MANAGER

Industry Preference: Travel and Tourism

QUALIFICATIONS PROFILE

Multifaceted, performance-focused, and results-oriented professional, offering wide-ranging experience in sales and marketing management. Adept at developing and implementing innovative marketing strategies to advertise products and ensure company profitability. Skilled at organizing webinars; performing sales calls; and generating travel agent initiatives. Equipped with solid communication and interpersonal skills in establishing rapport with diverse individuals and expand business networks. Articulate communicator, bilingual in English and Italian.

AREAS OF EXPERTISE

*Territory and Account Management
Product Knowledge and Brand Awareness
New Business Development*

*Strategic Planning and Implementation
Customer Base Expansion
Staff Training and Development*

PROFESSIONAL EXPERIENCE

Sales Manager: 2017–Present

ABC COMPANY ■ PITTSBURGH, PA

- Provide expert supervision to all sales activities across Northeast, while also presiding over presentations for clients and consumers throughout the territory regarding the new US market venture.
- Establish new business while creating and executing marketing co-operative opportunities with clients to guarantee highest market penetration.
- Efficiently handle key accounts while boosting year-over-year sales at 17 stores throughout Northeast.
- *Played a lead role for the Mid Atlantic account's business increase by more than 45%. In 2018.*

Business Development Manager: 2012–2016

DEF COMPANY ■ NEW YORK, NY

- Held responsibility in reviewing and reporting all sales activities in Bronx, Manhattan, and Staten Island for international tour operations to ensure compliance with company goals and objectives.
- Created incentive initiatives throughout the company to increase growth and expand customer base.
- Utilized communication skills in presenting products and training seminars at industry events.
- *Spearheaded efforts in producing sales and developing market strategies which significantly increased the revenue of all existing accounts while generating innovative business opportunities.*

Group Sales Specialist: 2007–2012

GHI COMPANY ■ WORCESTER, MA

- Advertised special interest travel operations to various travel agencies and affinity groups.
- Served as representative of several large-scale tour and travel destination companies including the Big Five Tours, Newman Vacations, Southern World, and Springboard Vacations.
- *Leveraged expertise in establishing more than 30 new accounts while supervising activities for pre-existing accounts on a daily basis.*
- *Drove efforts in maintaining 33% closing rate for group leads and coordinating excursions to three international destinations including Israel and rented two ships to Europe.*

EARLIER CAREER

Senior Account Manager

JKL COMPANY ■ DETROIT, MI

District Sales Manager | Regional Manager

MNO COMPANY ■ LANSING, MI

EDUCATION AND TRAINING

Bachelor of Business Administration in Marketing | MICHIGAN STATE UNIVERSITY ■ EAST LANSING, MI

GrowthPlay Sales Training: 2010 | GHI COMPANY ■ WORCESTER, MA