

# First I. Last, CREDENTIALS

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## REGIONAL SALES MANAGER

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Sales management executive with a strong track record of successful leadership as a dedicated mentor and trainer. Consultative, relationship driven approach has led to multi-year, multi-million dollar contracts, and recognition as top performing sales professional. Results oriented problem solver with a reputation for getting the job done.

## SUMMARY OF SKILLS & QUALIFICATIONS

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- ## years of experience in management, sales, and customer service
- Ability to work in a team or independently with minimal supervision
- Strong relationship builder and excellent negotiator
- Excellent communication, interpersonal, organizational and problem solving skills
- Ability to multi-task effectively
- Provide superior customer care, team spirit, and training
- Proficient in Internet Explorer and all Microsoft Office programs

## PROFESSIONAL EXPERIENCE

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**COMPANY NAME**, City March 2011 – Present  
Regional Sales Manager

- Trained and managed a regional outside sales team of ## reps.
- Recognized for having the highest sales increase in my region in # year.
- Successfully converted our most underperforming location to the ## location within a year.
- Worked as a team with Provincial Sales Reps and increased sales by ##%.
- Established ## successful partnerships with companies, which increased sales by ##% per year.
- Developed a training guide which is currently in use to train for new entry-level sales roles.

**COMPANY NAME**, City March 2010 – February 2011  
Sales Manager

- Acquired Lead Generations contracts with several large corporations.
- Fulfilled in-store customer solicitation for in-home sales.
- Deployed residential D2D teams to generate installation leads.
- Increased sales by ##%, highest growth for our location.
- Developed sales campaigns to successfully partner with new clients.

## EDUCATION AND TRAINING

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Diploma/Degree, **INSTITUTION NAME**, City, PROVINCE – 2007  
Certification, **INSTITUTION NAME**, City, PROVINCE – 2010  
Training Program, **INSTITUTION NAME**, City, PROVINCE – 2011

## REFERENCES

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Available Upon Request