

FIRSTNAME I. LASTNAME

firstname.lastname.2018@gmail.com

Address - City - State - Zip Code

(212) 555-1212

REGIONAL SALES MANAGER

Senior Sales Manager • Regional Sales Director • National Sales Manager • Vice President Sales
Business Development • CRM Expertise • Negotiation Expertise • Vendor Management
Led Consistent Growth • Increased Revenues • Achieved Market Expansion • Beat Sales Records
President's Club Award 2018 • #1 Sales Team 2017 • SM of the Year 2017 • Promoted Early

WORK EXPERIENCE

Company Name, Inc., New York, NY

Jan 2015 - present

Regional Sales Manager

Cyber Security & Data Breach Response Company

- Generated 20% regional growth in 2018 with expanded...
- Increased overall regional revenues xx% in x months...
- Achieved xx% of overall sales goals in first xx months..
- Improved closures on BOFU leads by xx% by...
- Produced Buying Criteria materials and saw an xx% rise...
- Led regions in both sales volume and percentage increase...
- Delivered a xx% increase in sales of a \$xxM product line...
- Expanded Sales Teams by xx in response to success of...

Prior Company, Inc., New York, NY

Jan 2011 - Jan 2015

Regional Sales Manager

B2B Consulting Group

- Increased company revenue by xx% by implementing...
- Expanded client base by xx% by cultivating strong client...
- Maximized sales effort to increase annual sales from \$xM to...
- Exceeded quarterly sales goals each year by an average of xx%
- Introduced waterfall goal-setting to reach an increase of xx%...
- Delivered contract worth \$xM after coaching sales department in...
- Improved small lead closing by xx% to see a cumulative increase ...
- Stimulated conversions from xxx to xxx over a period of x...

Prior Company, Inc., New York, NY

2004 - 2011

Software Innovation & Security

Regional Sales Manager

Jan 2010 - Jan 2011

- Increased YOY revenue by x% in first x months...
- Exceeded 20xx regional revenue target by xx%...
- Produced sales rise of xx% by setting Stretch goals....
- Enabled \$xxM revenue success by converting xxx...

Sales Manager

Jan 2004 - Jan 2010

Promoted From Sales Manager to Regional Sales Manager

- Exceeded first year goals set by management by xxx%...
- Achieved xx% revenue rise for x consecutive years...
- Closed on xx top accounts by personally bringing product...
- Negotiated a \$xxx multi-product sale after lead dropped out ...

Prior Company, Inc., New York, NY

Jan 2001 - Jan 2004

Sales Representative

Software Solutions for SharePoint

- Grew and maintained account list with \$xxx in annual...
- Increased sales by xx% by identifying and promoting...

EDUCATION

Grad School University Name

2001

Master's in Precisely Specific Degree

- Winner of award, distinction or honor
- Winner of award, distinction or honor

Undergraduate College or University Name

1999

BS/BA in Precisely Specific Degree

- Winner of award, distinction or honor

OPTIONAL PERSONAL, AWARDS, TECHNOLOGIES, KEYWORDS

President's Club Award 2018, #1 Sales Team 2017, Sales Manager of the Year 2017, Accent Present, Accent Connect, Seismic, Brainshark, DocSend, Channel Management, Product Lifecycle, Sales Cycle, Sales Management, Prospect Qualification, Customer Relationship Management (CRM), Account Relationships, Account Development, Prospecting, Sales Forecasting, Budgeting, Territory Management, Marketing Strategies, Marketing Management, Market Research, Analysis, Customer Retention, Cross-Selling

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