**John Smith**

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**Objective:**

Results-oriented sales manager with over 10 years of experience driving revenue growth and exceeding targets. Seeking a challenging leadership position to utilize my strong sales acumen, relationship-building skills, and strategic thinking to maximize organizational profitability.

**Experience:**

*Sales Manager, XYZ Corporation, Anytown, USA*

*June 2015 - Present*

- Develop and implement sales strategies, resulting in a 25% increase in annual revenue within the first year.

- Recruit, train, and mentor a high-performing sales team of 15 representatives, leading to a 20% improvement in team productivity.

- Cultivate and maintain key client relationships, resulting in a 30% increase in repeat business and customer satisfaction.

- Analyze market trends and competitor activities to identify new business opportunities and drive growth.

*Sales Supervisor, ABC Company, Anytown, USA*

*January 2010 - May 2015*

- Collaborated with the sales team to achieve monthly, quarterly, and annual sales targets, consistently exceeding goals by an average of 15%.

- Conducted regular performance evaluations, providing constructive feedback and coaching to enhance individual and team performance.

- Developed and executed effective sales training programs, resulting in a 25% increase in team product knowledge and sales proficiency.

- Managed key accounts, negotiating contracts and pricing agreements to maximize profitability.

*Sales Representative, DEF Corporation, Anytown, USA*

*April 2007 - December 2009*

- Prospected and generated new leads through cold calling, networking, and referrals, resulting in a 20% increase in customer base.

- Presented and demonstrated products to potential clients, effectively communicating value propositions and closing sales.

- Provided exceptional customer service, resolving inquiries and complaints promptly to ensure client satisfaction and loyalty.

- Prepared accurate sales reports and forecasts, enabling informed decision-making by senior management.

**Education:**

Bachelor of Business Administration, Anytown University, Anytown, USA

Graduated with honors, May 2006

**Skills:**

- Strong leadership and team management abilities

- Excellent communication and interpersonal skills

- Proven track record of exceeding sales targets

- Strategic thinker with strong analytical abilities

- Proficient in CRM software and Microsoft Office Suite

**References:**

Available upon request