

Name Here

City, State | 123-456-7891 | Example@Email.com | ww.w.linkedinprofilelinkinster.com/namehere

Work Experience

Retail Sales Company, City, State

Sales Training Store Manager (March 2022-Present)

- Implemented new sales, merchandising, and service strategies for the store to increase sales and decrease customer complaints.
- Oversee 4 direct reports while working with 2 outside sales reps.
- Training Store = Responsible for training and developing new trainees to be placed as ASMs in a 6-8 week program.
- Facilitate in-person sales meetings with outside reps to increase sales and discover new business.
- First 4 months = Increased new commercial account sign ups by 90% from previous year (150 sign ups), increased new account sales by 60% (\$107,000), and online profile sign ups by over 100%.
- Increased industry equipment sales by over 300%.
- Led a location that was -12% in sales to +4.1% in sales by the middle of Q3.

Retail Sales Company, City, State

Outside Sales Representative (March 2021-March 2022)

- Account Manager/Executive role in charge of managing over 500 existing accounts and prospecting/calling on new clients.
- Prospected and opened 100 commercial accounts for over \$250K in new business sales.
- Increased overall sales by 19.3%.
- Team Lead for the market team.
- Team Lead for college recruiting events.
- Summer Intern Mentor.
- 2021 Rookie Sales Rep of the Year
- 2021 Pro Account Champion.
- 2021 Masters Club Winner (5% Over Sales Budget while meeting profit goals)

Retail Sales Company, City, State

Assistant Sales Manager (May 2020-March 2021)

- Managed the day-to-day operations of the largest branch in insert area here (\$5 million in sales).
- Supervised and led 12 direct reports (7 in-store employees and 5 delivery drivers).
- In charge of cold calling and activating new and existing accounts (50 calls per week minimum).
- Prospected and opened 136 charge accounts generating \$250K of new business sales.
- Contributed to +17% sales gain
- Facilitated in person meetings for Outside Sales Reps and Branch Manager to meet new clients and secure new business sales.
- Helped promote 3 trainees to ASM positions.

Retail Sales Company, City, State

Management Trainee (September 2019-May 2020)

- Trained to become an Assistant/Operations Manager for a Insert Company Name branch.
- Built relationships with local contractors by solution selling, cold calling, and face-to-face counter interactions.
- Opened 45 charge accounts generating \$50K in new business sales (several accounts becoming key Opportunity Customers and top purchasing customers for the branch).
- Placed as Assistant Sales Manager at districts top performing and highest sales volume branch.

Education

Name University

- Bachelors 20XX, 4.0 GPA
- Summa Cum Laude

Skills

- Solution Based Selling
- Consultative Selling
- Prospecting for New Clients
- Account Management
- CRM Tools