**EDUCATION**

**BACHELOR OF ARTS**

University | *Location*

DATE



**WORK EXPERIENCE**

**EXECUTIVE VICE PRESIDENT OF SALES**

Company Name | Address | 2018 - PRESENT

* Certified business specialist responsible for managing high revenue corporate accounts to ensure client satisfaction and maintain long-lasting business relationships.
* Analyze account data to customize the interaction based on their customer profile.
* Resolve customer issues and escalations while maintaining a positive and professional attitude to ensure customer retention and increase the rate of win-back customers.
* Manage a large territory and effected a total sales turn around making it one of the best companies in the region.

**GENERAL MANAGER**

Company Name | Address | APRIL 2014 - JULY 2018

* Developed efficient operations strategies that made Beverly Hills grow to become the number one dealer in Maserati worldwide, and also created teams that won national sales competitions, manufacturer target rewards, and earned high rate of reviews from satisfied customers.
* Initiated and implemented business improvement processes targeted at the service centers making them grow from 70k per month to over 300k a month.
* Demonstrated expertise as General Manager by building the largest used exotic car inventory in Beverly Hills and realized an average of 200k gross profit per month.
* Singlehandedly supervised the entire operation framework of McLaren, Maserati, and Pagani as well as exceeded the set revenue quota for our flagship brands.

**GENERAL SALES MANAGER**

Company Name | Address | 2012 - 2014

* Worked collaboratively with a professional sales team to create and maintain a positive environment which enhanced staff performance and improved customer experience.
* Designed a sales metric program that reviewed the current sales position of the company, administered relevant changes and corrected redundancies.
* Consistently conceived and conceptualized innovative ideas targeted at increasing efficiency, improving sales, increasing revenue and reducing expenses.
* Oversaw the daily operations of other managers, sales team, and customer services teams.

**CONTACT**

(123) 456-7890

youremail@yahoo.com

Address

**PROFILE SUMMARY**

Result-driven professional with over twenty years of experience dedicated to developing strong and effective sales strategy, and overseeing the management of various regions. Automotive industry enthusiast with sound business intelligence in selling, marketing and creating inventories for both used, and exotic cars. Adept at creating many goal-specific processes and procedures directed at generating revenue, enticing repeat buyers, and closing complex deals. Strongly passionate about constantly exceeding set organizational sales goals.

JOHN DOE

**PROFESSION**

**REFERENCES**

* Available on Request

**WORK EXPERIENCE**

**INTERNET SALES MANAGER**

Company Name | Address | 2010 - 2012

* Spearheaded the internet sales department, which was a different facet for the company, and utilized the website, personnel, social media and lead sources to drive in more sales.
* Represented the company publicly, maintained the company’s image, boosted its online presence, and built a solid reputation for the company on all major social media platforms.
* Facilitated the maintenance of an accurate and error-free online inventory including, and not limited to, providing vehicle description data, updating vehicles, dealership descriptions.
* Generated massive sales for the company through the implementation of innovative internet sales strategy on the internet.

**SALES MANAGER**

Company Name | Address | 2007 - 2010

* Expanded company revenue by building viable customer plans, implementing well-formed marketing strategies, as well as building and maintaining positive relationships with vendors, donors and clients alike.
* Provided sales training on new account acquisition, customer relations skills, and customer retention.
* Cultivated marketing ideas to generate sales into an untapped market and presented those ideas to manufacturer for implementation, with successful results.
* Further maximized territorial management and organizational skills, effectively promoted multiple product lines to diverse markets, and doubled sales from 150 cars to over 300 per month within 5 months of promotion.

**SALES ASSOCIATE**

Company Name | Address | 2002 – 2007

* Answered customers' queries and concerns and provided advice to clients regarding particular products or services.
* Recommended, selected, and helped in locating or obtaining merchandise based on customer needs and desires.
* Amassed knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
* Approached browsing customers and initiated conversations to determine and study their various buying preferences.

**LANGUAGE**

* English

**EXPERTISE**

* Account Management
* Client Relationship
* Client Retention
* Sales Strategy
* Business Improvement
* Process Improvement
* Negotiating
* Sales Forecast
* P&L Responsibilities
* Coaching & Training
* Customer Service
* Product Knowledge
* Retail Industry Knowledge
* Retail Sales
* Marketing
* Strategic Planning

**CORE SKILLS AND COMPETENCES**

* Able to conduct in-depth and thorough market research to improve sales or modify sales strategy according to consumer needs.
* Can leverage technology in evaluating the marketing needs and proffer solution to consumers.
* High level of professionalism and human behavior comprehension.
* Capable of efficiently documenting reports and communicating effectively with customers, colleagues and superiors.
* Demonstrating excellent leadership skills in mentoring, coaching and training other members of the team to be more productive.
* Willing to smartly supervise both small and large numbers of assigned team members.
* Experienced in developing sales strategies and sales metric to improve sales or remove ineffective sales solutions.
* Able to work tirelessly to keep both company and customers satisfied, as well as provide practical solutions to both anticipated and unforeseen challenges.