|  |
| --- |
| JAMES BOND |
|

|  |
| --- |
|  |
| **RESUME SUMMARY** |
| Experienced mid-level sales manager professional with 10+ years of expertise in computer sales. Proven track record of creating and implementing sales and marketing tactics to increase long-term clients, and ensuring sales goals and customer satisfaction are met. Successfully added 200+ new long-term clients at Boston Tech Inc., equating to an average of an additional $500K in gross revenue annually.  |
|  |
| **CORE COMPETENCIES**Sales development | Customer Service | Prospecting | Market analysis | Product knowledge | Sales management |
|  |
| **PROFESSIONAL EXPERIENCE** |
| April 2017–Present | Boston Tech Inc., Boston, MA**Sales Manager**  |
| * Promoted to sales manager after 3 years for increasing long-term clients, successfully conducting sales campaigns, and consistently meeting sales goals
* Manage full-scale sales operations, including strategy development and execution, and regional sales team recruitment and training
* Oversaw creation and implementation of 3 key sales campaigns worth $2M. Led development of sales tactics and grew a team of 30+ creative sales and marketing staff
* Strategize with senior management, setting department-wide annual sales goals based on previous-year returns and desired projected growth
 |
|  |
| January 2014–March 2017 | Boston Tech Inc., Boston, MA**Sales Manager Associate** |
| * Managed a portfolio of 50+ long-term clients. Met weekly with 5+ clients to analyze sales needs and identify new business opportunities
* Spearheaded and developed 4 quarterly sales mail campaigns in accordance with annual sales targets and budgets, resulting in 15 new company clients and total additional annual revenue of $200K
* Provided training and direction to 5 junior sales associates on their quarterly sales quotas, sales pitch, and closing strategies. Provided constructive feedback when necessary
* Consistently given over 95% approval rate with clients and colleagues
 |

 |

|  |
| --- |
|  |
|  | (617) 828-9045 |
|  | youremail@email.com |
|  | linkedin.com/in/yourprofile/ |
|  |
| **EDUCATION** |
| **Master of Business Administration**University of Massachusetts May 2017 |
| **Bachelor in Business Administration**Pennsylvania State University June 2012 |
| **SKILLS** |
| Market strategy & research |
| Financial forecasting |
| Customer & client management |
| Active listening skills |
| Sales planning |
| Customer service |
| Conflict management & resolution |
| Contract negotiation |
| Microsoft Office & Google suite |

 |