

# Jordan Smith

Sales Manager

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## PROFESSIONAL SUMMARY

Results-driven Sales Manager with over 8 years of experience in driving revenue growth, leading high-performing teams, and cultivating strong client relationships. Proven track record in exceeding sales targets and implementing strategic initiatives to maximize profitability.

## CORE COMPETENCIES

- Team Leadership
- Sales Strategy
- Client Relations
- Market Analysis
- CRM Systems
- Negotiation
- Business Development
- Revenue Growth

## PROFESSIONAL EXPERIENCE

### Senior Sales Manager

ABC Corporation, City, State | Jan 2020 – Present

- Lead and mentor a team of 10 sales representatives, achieving 120% of annual sales targets.
- Develop and execute market-entry strategies resulting in a 30% increase in client acquisitions.
- Implement CRM solutions optimizing workflow and reporting efficiency.

### Sales Manager

XYZ Enterprises, City, State | Jun 2016 – Dec 2019

- Managed key accounts, ensuring a consistent growth in client satisfaction and repeat business.
- Trained and onboarded new sales staff, improving ramp-up time by 25%.
- Monitored sales data to identify opportunities and maximize profit margins.

## EDUCATION

Bachelor of Business Administration

University of City, State | 2012 – 2016

## CERTIFICATIONS

- Certified Sales Professional (CSP)
- Leadership in Sales Management, Sales Management Institute

## REFERENCES

Available upon request