

JOHN MAJOR SALES MANAGER

120 Vyse Street, Birmingham, B18 6NF
T: 0870 061 0121
M: 0788 986 1115
E: info@dayjob.com

PERSONAL SUMMARY

A hard working, determined and driven professional who has a strong desire to excel in everything he does. John is able to bring an organised and systematic approach to any role, and on a more personal level he is able to maintain excellent working relationships with colleagues and customers alike. Regularly delivering 'above and beyond expectation', he is someone who encourages and rewards performers and always assists non performers to do better. He is now looking for a suitable managerial position with an entrepreneurial company where new ideas are welcomed and key decision making is required.

AREAS OF EXPERTISE

- Generating leads
- Sales forecasting
- Delegating skills
- Decision making
- Event planning
- Store management
- B2B selling
- Driving revenue
- Stock management

CAREER HISTORY

Sales Manager 2009 - Present
FOOD DISTRIBUTION COMPANY

Responsible for overseeing regional and local sales managers and their staff. Also in charge of directing the company's marketing strategy, as well as leading and monitor the sales cycle.

Duties

- Providing timely feedback to senior management regarding performance.
- Ensure all contractual service levels and documentation is met.
- Increasing margin by effective margin management.
- Compiling and accurately analysing sales figures.
- Using initiative to instigate promotional ideas and events.
- Controlling bad debt in line with company targets.
- Developing and implementing new administrative systems.
- Ensuring compliance with all relevant legislation.

Shop Assistant 2008 - 2009
RETAIL STORE

Store Assistant 2006 - 2008
FASHION SHOP

KEY SKILLS

- Highly skilled at networking and influencing at multiple levels.
- Strong leadership style with the ability to create motivational atmospheres.
- Able to tactfully manage difficult and under-performing employees.
- Experience of developing teams to their full potential.
- Team player with the desire to develop yourself and those around you.
- Strong planning/organisational and prioritization skills.
- Knowledge of business and management principles, procedures & practices.
- Excellent IT skills with the ability to produce e-presentations, reports and spreadsheets.
- Developing and implementing sales budgets.
- Problem analysis and problem solving.

ACADEMIC

Nuneaton University 2003 – 06
BA (Hons) Marketing

Nuneaton South College 2001 – 03
A levels: Math - English - Physics - Geography

TRAINING

Association for Project Management (APM) or Project Management Institute (PMI)

REFERENCES

Available on request



Copyright information - Please read

© This Sales Manager [resume template](#) is the copyright of Dayjob Ltd 2012. Job seekers may download and use this particular resume example for their personal use to help them write their own one. You are also most welcome to link to any page on our site www.dayjob.com. However this CV template must not be distributed or made available on other websites without our prior permission. For any questions relating to the use of this template please email: info@dayjob.com.