

# Manager

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## Sales

### Personal statement

A persuasive, well presented and articulate sales manager who has a proven ability to train, develop, inspire and motivate others. Adept at delivering on KPI's and profitability, Winston is an expert in handling difficult situations, and in sharing his knowledge and expertise in a warm and friendly manner. He has extensive experience of Profit & Loss, bookings, forecasts, strategic sales and building operational effectiveness throughout a designated territory. Right now he is eager to join a company performing to the highest standards and one where he will be able to work with other leading sales professionals.

### Employment history

#### Health & Fitness Club - Birmingham

**SALES MANAGER**      **April 2009 – Present**

Responsible for maintaining the integrity of the audit trail, ensuring that all monies processed are properly balanced and accounted for at all times and that all sales are correctly recorded. Also in charge of directing and coordinating the activities of franchised dealers to maximise interest in the company's products and services.

#### Duties

- Deputising for the General Manager or Operations Manager when the role holder is absent from the business.
- Ensuring that a full audit trail is maintained for all funds processed; Investigate breaches of system audit trails and takes action within authority limits.
- Getting to know your clients, their businesses and the challenges they face.
- Maintaining and improving relationships with clients.
- Implementing and promoting equality and diversity policies.
- Delegating authority and responsibility to subordinates.

#### Mortgage Company – West Bromwich

**SALES SUPERVISOR**      **October 2007 – April 2009**

#### Clothes Shop - Dudley

**RETAIL ASSISTANT**      **July 2007 – October 2007**

### Areas of expertise

New business development	Optimizing opportunities	Sales reporting	Project management
Business administration	Reducing costs	Statistical Analysis	Bid tendering
Data analysis	Proposal writing	Working to targets	Leadership skills

### Professional skills

- A proven track record in an outbound, lead generation environment.
- Consistently doing a great job for clients, always looking to do things bigger and better.
- Able to influence senior people responsible for big business decisions.
- Manage staff disciplinary and grievance procedures.
- Ability to work independently as well as part of a wider marketing team.
- Driving and motivating the sales team to deliver the annual agreed revenue.
- Able to work calmly under pressure and make tough decisions.
- Crafting compelling pitches that get to the point and leave out the sales fluff.

### Academic qualifications

Birmingham North University - 2004 - 2007 - Retail Management BA (Hons)  
City & Guilds – Sales Management  
Birmingham South College - 2002 – 2004 - Business Studies Diploma

### References

Available on request.



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