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Objective: **Sales Manager**

Summary of Qualifications

- Goal-oriented, dynamic professional with experience in sales and marketing.
- Supervised 15 sales and marketing representatives responsible for generating 200 million dollars in sales per year.
- Consistently ranked in the top 2% of the company's 100-member sales staff.
- Familiar with implementing sales processes including: prospecting, qualifying leads, identifying industry leaders, performing market analysis, preparing proposals, making presentations and demonstrations, and proactive follow-up.
- Responsible for budgets in excess of 5 million dollars annually.
- Trained, supervised and motivated staff as well as interfaced effectively with all levels of management.

Experience

HR Generalist: Hatfield Industries, Saratoga, CA (2009–18)

- Led recruiting efforts, which included generating high volumes of potential candidates, evaluated employer needs and utilized screening and interviewing to create a successful match; facilitated the offer process to create win-win results.
- Proactively responded to employee relations issues including performance issues, investigations, and workers' compensation claims.

Regional Sales Manager: Sunset Magazine, Menlo Park, CA (2006–08)

- Managed 12-15 remote service sales representatives located throughout US.
- Consistently exceeded quotas by 135–145% — all reps were over 100% of quota.
- Implemented marketing strategies and sales promotions attaining target revenues and exceeding quotas.
- Maintained computer-based sales generation tools efficiently using several programs including Millennium, ACT, Salesforce, Microsoft Word, Excel, and internet-based platforms.
- Provided on-site product presentations of different payroll and tax processing offerings.

Additional Experience

Sales Associate: Hewlett Packard

- Conducted market research to target specific industries resulting in 70% growth in profits within the first year.

Education

B.S. Communications: University of Florida, Gainesville, Florida

