**Jane Doe**

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**EXPERIENCE**

**Senior Sales Manager**
Sales, Inc., Atlanta, GA

February 2020 - Present

* Direct and coordinate department activities involving $40 million in sales of manufactured products, services, commodities, real estate, and other subjects of sale
* Review operational records and reports to project sales and determine profitability, leading to a 5% increase in profits
* Oversee 3 mid-level sales managers and their staff of 15 employees each)
* Exceeded quarterly goals by 5% in 5 quarters

**Account Achievement Team Visionary (Sales Manager)**

Super Sales LLC, Atlanta, GA

June 2017 - February 2020

* Trained team of 30+ sales staff, accelerating year-over-year sales growth from 2.7% to 3.5% across the entire team
* Determined price schedules and discount rates, and then communicated optimizations to team, leading to 7% increase in revenue from existing products

**Sales Representative**
Sales Sales Sales LLC, Atlanta, GA
November 2015 - June 2017

* Sold a product portfolio consisting of 58 SKUs to existing and prospective customers
* Increased territory sales by 12% over 3 ½ years
* Achieved President’s Club in 2011 by growing sales 5% in one year

**EDUCATION**

Georgia State School, Atlanta, GA

Marketing MBA

**SKILLS & AWARDS**

* Super Sales LLC Certified Sales Trainer 2016, President’s Club 2019

**TRAINING & CERTIFICATES**

* CRM software: Salesforce, Oracle Eloqua, Vanguard Sales Manager Software