

OLIVER MASON

SALES MANAGER



CONTACT

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SKILLS

- Microsoft Office Suite
- Salesforce
- Zendesk
- LinkedIn Sales Navigator
- Negotiation
- Data analysis
- Product knowledge
- Problem solving
- Lead generation
- Financial acumen
- Networking
- Strategic planning

LANGUAGES

- **English**
Native
- **French**
Conversational
The Language University

CERTIFICATIONS

- Certified Sales Professional

RESUME SUMMARY

Sales manager with 7+ years of experience driving profitability through strategic growth, leading teams, and quality control. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic perspective. Presently seeking a leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

EXPERIENCE

Sales Manager 20XX to Present

Johnson Insurance Inc., Concord, NH

- Manage sales staff of 7 and communicate job expectations and provide direction, support, and motivation to team to meet agreed sales targets and KPI lines
- Design and develop procedures to ensure sales team achieves organizational customer service expectations, resulting in annual increase of customer satisfaction by 5%
- Improve and maintain operational and profit objectives exceeding \$13M in monthly sales within district

Sales Representative 20XX to 20XX

TRP Insurance, Concord, NH

- Analyzed customer needs via carefully constructed surveys to develop data-driven pitches, increasing profits by 15% over 2 years
- Trained two new employees in industry knowledge, pitch presentation, and closing strategies, leading to the new hires outperforming other new employees by up to 12%
- Fostered strong customer and strategic associate relationships to elevate brand awareness through community initiatives such as Meals on Wheels

EDUCATION

Bachelor In Business Administration 20XX

Southern New Hampshire University, Manchester, NH

Honors: cum laude (GPA: 3.8/4.0)