
Commercial Sales Manager Resume

Job Objective

To obtain a position as Commercial Sales Manager with an established company in where I can enhance my skills and help the company to grow.

Highlights of Qualifications:

- Admirable experience of supervising sales activities for telecommunication services
 - Operational knowledge of Microsoft Office
 - Exceptional knowledge of construction market place
 - Ability to travel to various markets
 - Ability to supervise all commercial activities
 - Ability to achieve all objectives
 - Amazing communication skills in both oral and written forms
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Professional Experience:

Commercial Sales Manager
Lexmark International, Inc., Baltimore, MD
October 2008 – Present

- Coordinated with customers and staff to resolve issues.
- Trained sales representatives to achieve revenue objectives.
- Assisted teams to forecast branch targets.
- Prepared strategies for all key accounts for projects.
- Ensured optimal level of customer services and achieved goals.
- Performed work within team and ensured customer retention.
- Implemented sales processes and maintained accountability of sales team.
- Managed and prioritized work according to deadline.

Supervisor, Commercial Sales
AutoZone Parts, Inc., Baltimore, MD
August 2003 – September 2008

- Assisted to hire and train regional account executives.
- Maintained and update contract database for commercial region.
- Coordinated with sales department and achieved all sale goals.
- Administered sales activities and recommend appropriate strategies.
- Developed efficient training programs for executives.
- Prepared reports for all activities and recommended increase in profits.

Commercial Sales Executive
Siemens Energy, Inc., Baltimore, MD
May 1998 – July 2003

- Developed and implemented sales strategies for organization.
 - Maintained knowledge on all industry regulatory issues.
 - Prepared presentations for company services and sales processes.
 - Participated in sales meetings and prepared required reports.
 - Managed communication with employees for all sales processes.
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Education:

Bachelor's Degree in Sales
Mississippi State University, Mississippi State, MS

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