
DIVISION SALES MANAGER RESUME

Summary:

A very dynamic and aggressive sales professional who has a good grasp of the existing market; is confident and has a proven formula in taking the company to greater heights; has directly managed territories and national account managers; has participated in the implementation of major account plans in coordination with other division sales managers; has actively participated in the performance appraisal initiatives and has conceptualized incentive programs and spiff programs to motivate the sales people assigned to handle major accounts; has consistently reached performance targets and has achieved the desired product image and profitability.

Professional Experience:

Key Accounts Manager October 1999 – Present
ICI Services, Camarillo, CA

Responsibilities:

- Conducted follow-ups with the purchasing department regarding procurement orders from key accounts.
- Secured availability of client's products and services through distributor appointments.
- Led in the achievement of sales and collection targets on the assigned region
- Effectively managed and implemented marketing communication programs and has enjoined with other departments to support the objectives.
- Collated an analyzed competitor pricing and sales data to assist in product positioning.

Sales Analytics August 1996 – August 1999
Republic Services, Inc., Roosevelt, WA

Responsibilities:

- Analyzed and developed prescribed plans for segmentation to strategize implementation of sales force tactics.
- Ensured that all tasks are accomplished and completed before the timeline.
- Collaborated with analysts to ensure that appropriate analytical techniques are applied and resources are fully utilized to their utmost level.
- Worked with other regional sales teams regarding performance reports to be presented to management; the reports are discussed to see the market trend and analyze the buying attitude of the consumers separated by geography.
- Ensured that the reports are logically planned and are consistent; they should also be proven to be factual and accurate.
- Led the analytics team in the assessment of performance trends against market growth and movement.

Assistant Store Manager February 1994 – July 1996
Aesculap Implant Systems, Center Valley, PA

Responsibilities:

- Conducted follow-ups with the purchasing department regarding procurement orders from key accounts.
- Secured availability of client's products and services through distributor appointments.
- Led in the achievement of sales and collection targets on the assigned region
- Effectively managed and implemented marketing communication programs and has enjoined with other departments to support the objectives.
- Collated an analyzed competitor pricing and sales data to assist in product positioning.

Sales Analytics August 1996 – August 1999
Republic Services, Inc., Roosevelt, WA

Education:

Masters Degree in Sales Management
Stanford University, CA, 1994
Bachelor's Degree in Accounting
Yale University, CT 1992

Skills:

- Outstanding negotiation and customer service skills
- Strong interpersonal and leadership skills
- Ability to successfully manage and prioritize projects of great importance
- Strategic thinking

- Team player and a strong, effective and motivational communicator
- Strong financial acumen to manage profitability

Professional Affiliation:

Product Development and Management Association, member
Florida Public Relations Association, member

[Build your Resume Now](#)