
FEDERAL SALES MANAGER RESUME

Summary:

An experienced and dynamic person with proven years of sales acquisition and account management experience; Highly aggressive and confident, focused and spontaneous, assertive, self-driven, results oriented and confident; Has a deep understanding of the whole sales cycle, can immediately prequalify target markets and understand customer needs ; Can effectively initiate opportunities and link them to appropriate services offered; Has strong written and verbal communication skills and possesses good interpersonal relations with demonstrated capability in servicing major accounts

Professional Experience:

Federal Sales Manager January 2007 – Present
Department of State, San Diego, CA

Responsibilities:

- Achieved quarterly sales quotas.
- Generated and qualified all leads and sales opportunities.
- Made outbound calls to targeted customers, resellers and systems integrators.

Federal Senior Sales Executive May 2004 – December 2006
Department of State, New York, NY

Responsibilities:

- Worked with the Leadership team and/or independently.

Account Executive February 1999 – May 2004
Ask.com, Chicago, IL

Responsibilities:

- Achieved quarterly sales quotas.
- Generated and qualified all leads and sales opportunities.
- Made outbound calls to targeted customers, resellers and systems integrators.

Federal Senior Sales Executive May 2004 – December 2006
Department of State, New York, NY

Education:

Master of Science in Management, Stanford University, CA, 1999
Bachelor of Science in Business Administration Major in Management, Stanford University, CA, 1997

Skills:

- Proficiency and expertise in MS Office Word, Excel, PowerPoint,
 - Can effectively source out new businesses
 - Very effective English verbal communication and written skills
 - Knowledgeable in social networking, graphics and advertising
 - Effective time management skills
 - Highly analytical, adaptive and organized
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Awards and Honors:

American Management Association, Member
The Association for Operations Management, Member

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