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## Field Sales Manager Resume

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### Job Objective

Seeking a career as Field Sales Manager in which I can use my skills and experience to grow with company and become a valued member of the team.

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### Highlights of Qualifications:

- Admirable experience in sales activities and achieved all objectives
  - Sound knowledge of sales principles and procedures
  - Profound knowledge of sales techniques and tools
  - Ability to analyze customer requirements
  - Ability to work under pressure
  - Immense communication skills in both forms
  - Skilled in speaking foreign languages
  - Proficient to negotiate with customers
  - Familiarity in budget reports
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### Professional Experience:

Field Sales Manager  
Trugreen, Los Angeles, CA  
October 2008 – Present

- Conducted training classes for all new recruits.
- Participated in every day sales meetings for department.
- Assisted to standardize procedures for all subordinates.
- Designed efficient work schedule and established work procedure.
- Provided feedback to employees and recommended improvement.
- Monitored all complaints and provided timely response.
- Evaluated performance of subordinates and measured metrics.
- Ensured compliance to all company policies and procedures.

Field Sales Associate  
AMS, Los Angeles, CA  
August 2003 – September 2008

- Coordinated with regional manager and achieved all sales objectives.
- Prepared work plan and summarized all call activities.
- Ensured compliance to all expense guidelines.
- Maintained an accurate database for facility.
- Prepared expense reports for all incurring expenses.
- Designed products and procedures for technical competency.

Field Sales Representative  
Philips, Los Angeles, CA  
May 1998 – July 2003

- Managed selling of toothbrushes to dentists for patients.
  - Maintained efficient product knowledge.
  - Ensured compliance to all company policies in selling processes.
  - Developed and maintained efficient relationship with dental community.
  - Participated in local, regional and national trade shows.
  - Collaborated with dental program development manager for activities.
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### Education:

Bachelor's Degree in Sales and Marketing  
South College, Knoxville, TN

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