
Sales Leader Resume

Job Objective

Experienced Sales Leader interested in securing a position with growing company seeking qualified applicants.

Summary of Qualifications:

- Remarkable experience with government agencies, institutions and ministries
 - Good Track record of delivering top line growth
 - Deep knowledge of core account management, marketing, sales and product management
 - Ability to define and analyze customer needs
 - Ability to operate effectively and independently in a global matrixes environment
 - Ability to communicate in a clear, concise manner and listen attentively to others
 - Ability to coordinate multiple and diverse sales teams to achieve objectives
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Work Experience:

Sales Leader, August 2005 – Present

GE Technology Infrastructure, Richmond, VA

- Achieved sales targets for orders and sales.
- Assessed and identified customer's requirements with GE product and solution suite.
- Sold business opportunity to internal stake holders by articulating realistic results.
- Prepared winning bids.
- Optimized revenue and profitability of business.
- Analyzed market and competition and seized profitable opportunities for GE's growth.

Sales Leader, May 2000 – July 2005

WESCO Distribution, Inc, Richmond, VA

- Supported Company standards of selling and customer service.
 - Opened and closed store and Front End coverage.
 - Managed and directed area sales team and promoted accountability to drive superior business results within the area.
 - Executed account strategies and implemented effective sales deployment strategies to grow market share.
 - Deployed sales teams against the most profitable customer accounts.
 - Performed all related functions as per compliant processes defined for the country and company.
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Education:

Bachelor's Degree In engineering, Spring Arbor University, Spring Arbor, MI

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