
Sales Team Leader Resume

Job Objective

To secure a Sales Team Leader position where my expertise can be utilized to their fullest while being a great asset to company.

Summary of Qualifications:

- Deep knowledge of the group sales process for all brands and how to close a sale
 - Huge knowledge of POS system, JAC products and sources of information helpful
 - Ability to work within a team and work well under pressure
 - Ability to supervise, direct, inspire, train, educate and coach co-workers
 - Ability to drive resolution, meet deadlines and goals and multitask
 - Proven track record of achieving required sales, margin, expense and labor targets
 - Strong organizational and time management skills
 - Good communication and leadership skills
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Work Experience:

Sales Team Leader, August 2005 – Present
Belcan Corporation, Lenora, NE

- Developed division's main objectives and sales targets.
- Managed the structuring and closing of the deals with new customers.
- Compiled and maintained comprehensive customer profile.
- Produced daily, weekly and monthly activity reports and forecasts.
- Monitored and supervised sales team.
- Followed up on opportunities uncovered by business development.
- Implemented process improvements and best practices.

Sales Team Leader, May 2000 – July 2005
Warther Companies, Lenora, NE

- Accomplished business plans delivery and sales fundamentals results.
 - Managed quality execution of Initiatives.
 - Provided training to sales team.
 - Planned & executed promotion & New Product Launch.
 - Planned & achieved Sales Executive wise Volume Target in the assigned territory.
 - Conducted performance review of the team.
 - Developed New Business via cold calling and various other media and communication.
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Education:

Bachelor's Degree In Business Administration, National American University, Rapid City, SD

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