




SAMUEL JOHNSON


Highly driven junior sales manager with proven expertise in exceeding sales targets, forging strong client relationships, and cultivating an effective sales team. Solid background in sales and marketing from previous roles at leading companies like Procter & Gamble and Unilever.

CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 City, State Abbreviation
Zip Code

KEYSKILLS

- Business development
- Customer relationship management (CRM)
- Financial budgeting
- Sales planning and forecasting
- Team leadership

PROFESSIONAL EXPERIENCE

Junior Sales Manager | Procter & Gamble, Cincinnati, OH

June 2022 - present

- Achieve and exceed monthly sales targets consistently by forecasting sales trends and planning strategically
- Develop new business relationships, generating and negotiating new contracts for an annual increase of 15%
- Lead and train a team of five sales staff by providing weekly performance feedback and setting individual targets

Sales and Marketing Intern | Unilever, Englewood Cliffs, NJ

June 2021 - May 2022

- Assisted with the development and implementation of marketing strategies leading to a 10% increase in brand awareness in one quarter
- Handled client issues effectively, resulting in a 20% increase in customer retention in six months
- Worked alongside senior sales managers in projecting sales trends leading to more effective inventory management

EDUCATION

Bachelor of Business Administration (BBA)

RUTGERS UNIVERSITY, New Brunswick, NJ | 2022