



Henry Davis

Proficient sales manager with extensive experience at renowned multinational corporations like Coca-Cola. Track record in formulating strategic sales plans, training and developing teams, and collaborating effectively with various departments to drive customer satisfaction and achieve organizational goals. Highly skilled in leadership, sales, customer service, and financial management with certifications from the American Marketing Association.

PROFESSIONAL EXPERIENCE

December 2021 - Present

Sales Manager | Coca-Cola | Atlanta, GA

- Lead a high-performing sales team of 20 members and consistently achieve team sales targets for six consecutive quarters
- Implemented a training program for new hires, which reduced onboarding time by 25%
- Developed key partnerships with customers, which resulted in an annual increase in account sales of 15%

January 2019 - November 2021

Senior Sales Executive | Procter & Gamble | Philadelphia, PA

- Formulated and led the execution of a new strategic sales plan that resulted in a 20% increase in annual sales
- Trained and mentored 15 sales associates, who improved individual key sales metrics by an average of 30%
- Managed collaboration between the sales department and other teams, resulting in an increase in customer satisfaction by 10%

EDUCATION

Bachelor's Degree in Marketing, Marketing

University of Scranton, Scranton, PA | May 2017

CERTIFICATIONS

Strategic Sales Management Certification (SSMC), American Marketing Association (AMA), May 2019

CONTACT

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 LinkedIn | Portfolio

 City, State Abbreviation Zip Code

KEY SKILLS

- Budgeting and financial management skills
- Customer service
- Sales skills
- Strategic planning
- Training and mentoring