

SJ

Location

City, State Abbreviation Zip Code

Phone

(123) 456-7890

Email

email@example.com

Website

LinkedIn | portfolio

Education

Rutgers University, New Brunswick,
NJ
May 2022
Bachelor of Business Administration
(BBA) Marketing

Key Skills

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

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.

Professional Experience

Junior Sales Manager, Procter & Gambl | 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