

Rebecca Simmons

Vice President of Sales

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An accomplished senior sales professional with over 20 years of experience in customer service and retail leadership, having held executive roles at Verizon and Macy's. Holds an MBA from Emory University with expertise in strategic planning, team management, and innovative sales tactics.

Professional Experience

VICE PRESIDENT OF SALES | VERIZON | ATLANTA, GA | FEBRUARY 2016 – PRESENT

- Streamlined sales operations, resulting in a 25% annual revenue increase.
- Implemented strategies that boosted customer retention by 40% in one year.

DIRECTOR OF REGIONAL SALES | MACY'S | ATLANTA, GA | JUNE 2001 – JANUARY 2016

- Managed 500 sales associates, increasing team output by 30%.
- Improved inventory practices, reducing costs by 15%.

Education

MBA | Emory University, Atlanta, GA
May 1998

BBA | Georgia State University, Atlanta, GA
May 1996

Key Skills

- Strategic planning & execution
- CRM & inventory management
- Leadership & team development