

# Angela Wu

## Sales Manager

New York, NY | (123) 456-7890 | youremail@example.com | LinkedIn | Portfolio

Sales manager with eight years of experience leading B2B and retail teams. Proven record of exceeding quotas, expanding territories, and coaching top performers.

## PROFESSIONAL EXPERIENCE

### Project Manager | April 2017 – Present

RetailTech, New York, NY

- Supervise a team of 10 reps, achieving 120% of annual quota (\$5 million)
- Expanded territory sales by 35% over two years through new channel partnerships
- Implemented CRM best practices, increasing lead conversion by 18%

### Account Executive | May 2014 – March 2017

Salesforce, New York, NY

- Closed \$1 million in new business in first year, ranking top 5% nationally
- Developed key account strategies that increased renewal rates from 80% to 92%

## KEY SKILLS

- Quota attainment
- CRM optimization
- Key account management
- Territory expansion
- Team coaching

## EDUCATION

### B.B.A. Marketing

NYU Stern School of Business, New York, NY May 2014

## CERTIFICATIONS

- PMP (PMI) | November 2016