




NL

CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 City, ST 12345

EDUCATION

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

KEY SKILLS

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

Nancy Lopez

Junior Sales Manager

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 | June 2022 - Present
Procter & Gamble | Cincinnati, OH

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

Sales & Marketing Intern | June 2021 - May 2022
Unilever | Englewood Cliffs, NJ

- Assisted in developing and implementing marketing strategies, leading to a 10% increase in brand awareness within one quarter.
- Handled client issues effectively, contributing to a 20% increase in customer retention over six months.
- Collaborated with senior sales managers to project sales trends, resulting in more effective inventory management.