

Paul Jackson

Senior Sales Manager

City, ST 12345 | (123) 456-7890 | email@example.com | LinkedIn | Portfolio

Profile

Senior sales manager with over a decade of experience in the pharmaceutical and consumer goods industries at Johnson & Johnson and Pfizer. Holds an MBA with advanced skills in strategic planning, team leadership, account management, and negotiation. Recognized for establishing and nurturing key accounts, leading cross-functional teams, and exceeding sales targets in competitive markets.

Professional Experience

Director of Sales | Johnson & Johnson | Boston, MA **May 2019 – Present**

- Lead a cross-functional team of 50 sales representatives across the Northeast region.
- Developed and deployed innovative sales strategies, resulting in a 20% annual sales increase.
- Managed key accounts worth over \$10 million, maintaining these partnerships through strategic negotiation and relationship-building.

Senior Sales Manager | Pfizer | Cincinnati, OH **June 2014 – April 2019**

- Directed a team of 30 sales associates, surpassing sales targets by 25% in the first fiscal year.
- Designed and implemented data-driven sales strategies based on market trends and customer behavior analyses.
- Managed high-profile client accounts, improving client retention rates by 15% within one year.

Education

Master of Business Administration (MBA) **May 2013**

University of Cincinnati, Cincinnati, OH

Bachelor's in Business Administration **May 2011**

Ohio State University, Columbus, OH

Key Skills

- Expertise in sales techniques and metrics
- Leadership and team management
- High-stakes negotiation skills
- Pharmaceutical industry knowledge
- Strategic forecasting and planning

Certifications

- Certified Sales Professional (CSP), Manufacturers' Representatives Educational Research Foundation (MRERF) , March 2018
- Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP), July 2016