

BH

Beverly Hughes

Territory Sales Manager

CONTACT



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LinkedIn | Portfolio



City, ST 12345

EDUCATION

Bachelor of Science in Supply Chain Management | University of Tennessee, Knoxville, TN | May 2016

KEY SKILLS

- Territory routing & logistics solutions
- Client acquisition & retention
- Invoice negotiation & pricing strategies
- CRM data management (Salesforce)

ABOUT ME

Motivated territory sales manager with five years of experience at FedEx and DHL. Skilled in routing logistics solutions, client acquisition, and relationship management. Increased territory revenue by 20% and reduced churn by 10%.

PROFESSIONAL EXPERIENCE

TERRITORY SALES MANAGER | FEDEX, MEMPHIS, TN
JULY 2018 - PRESENT

- Managed a territory of 150+ clients, driving a 20% increase in revenue through upselling integrated shipping solutions.
- Negotiated pricing contracts that lowered client churn by 10% year-over-year.
- Utilized Salesforce to track pipeline and forecast sales, improving forecast accuracy by 12%.

LOGISTICS SALES REPRESENTATIVE | DHL, NASHVILLE, TN
MAY 2016 - JUNE 2018

- Generated \$1.5 million in new business by prospecting mid-market clients and presenting tailored logistics packages.
- Collaborated with operations to optimize the route, reducing average delivery costs by 8%.
- Maintained 95% customer satisfaction by resolving escalated service issues and ensuring on-time delivery.

CERTIFICATIONS

- CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP) | APICS | JULY 2017