



SAMANTHA FLORES

Assistant Sales Manager

CONTACT



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email@example.com



LinkedIn | Portfolio



City, ST 12345

KEY SKILLS

- Sales campaign coordination
- Junior staff training & development
- Performance metrics analysis
- Customer relationship support

CERTIFICATIONS

- Sales Facilitation Certification, HubSpot Academy, March 2017

ABOUT ME

Results-oriented assistant sales manager with five years of experience supporting sales functions at L'Oréal and Avon. Skilled at coordinating sales campaigns, coaching junior staff, and analyzing performance metrics. Reduced turnover by 15% and improved team productivity by 20%.

PROFESSIONAL EXPERIENCE

Assistant Sales Manager

L'Oréal, New York, NY | June 2018 - Present

- Support the sales manager in planning and executing product launches, leading to a 12% boost in first-quarter revenue.
- Train and mentor a team of eight junior sales associates, reducing staff turnover by 15%.
- Analyze daily and monthly sales metrics to identify areas for improvement, contributing to a 20% increase in team productivity.

Sales Supervisor

Avon, Newark, NJ | January 2016 - May 2018

- Coached a sales team of six, driving a 10% improvement in individual sales targets.
- Assisted with scheduling client visits and coordinating promotional events, resulting in an 8% uplift in local market share.
- Maintained CRM data accuracy and generated weekly pipeline reports for senior leadership.

EDUCATION

Bachelor of Business Administration (BBA) in Marketing

Rutgers University, New Brunswick, NJ | May 2015