



Nicholas Allen

Regional Sales Manager

CONTACT



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LinkedIn | Portfolio



City, ST 12345

EDUCATION

Bachelor of Science in Marketing

Texas A&M University, College Station, TX

May 2014

KEY SKILLS

- Territory management & expansion
- Sales team leadership & coaching
- Market analysis & forecasting
- Channel partner development

ABOUT ME

Dynamic regional sales manager with seven years of experience overseeing territory growth at Nestlé USA and PepsiCo. Expert at building high-performing sales teams, expanding market share, and driving revenue growth across multiple states. Known for delivering 18% year-over-year region revenue increases.

PROFESSIONAL EXPERIENCE

Regional Sales Manager | April 2018 - Present

Nestlé USA, Dallas, TX

- Directed all sales activities for five states, growing regional revenue by 18% YOY through targeted promotions and partner recruitment.
- Recruited, trained, and mentored a sales team of 12 representatives, improving team closing rates by 22%.
- Conducted market analyses to identify new growth opportunities, leading to a 15% increase in new account acquisitions.

Territory Sales Supervisor | January 2015 - March 2018

PepsiCo, Houston, TX

- Managed a team of eight account executives, exceeding quarterly sales objectives by an average of 12%.
- Developed strategic partnerships with key retail chains, securing shelf space in 200+ new stores.
- Forecasted territory sales and adjusted tactics to mitigate a 5% market decline, ultimately achieving a 7% net gain.

CERTIFICATIONS

- Certified Sales Leadership Professional (CSLP), Sales Management Association | July 2019