

## Name

Sales Manager

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## SUMMARY

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- A sales and business development executive with highly developed client negotiating skills, experienced in competitive markets and premium priced products
- Tertiary qualified in Marketing
- Well established client relationships across multiple industries gained from diverse sales roles
- Advanced business development expertise with a demonstrated track record of success in maximising sales through expanding the customer base
- Excellent skills in communication, influencing and client relationship building/stakeholder management
- Well established client relationships across multiple industries gained from diverse sales roles
- Consistently exceeds KPI and have been promoted in 2009, 2012 and 2016

## PROFESSIONAL EXPERIENCE

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### XYZ Software Industries, Brisbane

May 2014 – Present

Sentence about the organization, industry, staff number and website address

### Business Development Manager

This role managed relationships with software vendors and implemented strategies to expand market share and sales for the product range.

#### Achievements:

- Achieved a 90% increase in product license sales for the calendar year 2015, within the first 12mths of starting in the role. This was achieved through cold calling and following up leads
- Awarded the highest-selling BDM in 2015, achieving 120% of budgeted target and contributing to overall profitability. This was achieved through developing long term quality client relationships.

#### Responsibilities:

- Manage a large geographic territory of software vendors - across QLD and NSW
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- Secured new vendors for the product ranges and implemented a number of merchandising options in each outlet
  - Provide account management services with vendor groups, involving product submissions and promotional support
  - Analyse industry and territory sales data, competitor pricing/ranging and trade publications to develop future tactics and strategies
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**ABC Consulting, Sydney**

Jan 2009 – April 2014

Sentence about the organization, industry, staff number and website address

**Regional Sales Manager**

This role managed a team of 10 Sales Consultants and was responsible for developing new markets for the product range and negotiate supply arrangements with vendors and suppliers

**Achievements:**

- Insert a key achievement here
- Insert a key achievement here
- Insert a key achievement here

**Responsibilities:**

- List your daily responsibilities and tasks
  - List your daily responsibilities and tasks
  - List your daily responsibilities and tasks
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**Computershare Australia, Sydney**

May 2005 – Nov 2008

Sentence about the organization, industry, staff number and website address

**Business Development Manager**

Paragraph about the role you performed

**Achievements:**

- Insert a key achievement here

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- Insert a key achievement here
  - Insert a key achievement here

#### Responsibilities:

- List your daily responsibilities and tasks
- List your daily responsibilities and tasks
- List your daily responsibilities and tasks

#### Various Sales roles, Sydney

Pre-2005

Industries: Real Estate, Motor, Pharmacy

## Education and Qualifications

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**2003** Bachelor of Business, Marketing, Honours (First Class) The University of Queensland, Queensland, Australia

**2014** Qld Institute of TAFE Certificate IV Learning and Development

## Key Skills

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- Advanced Microsoft Office package - Word, Excel, PowerPoint, Outlook
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- SAP Salesforce Modules
- Social Media Platforms including LinkedIn, Facebook, Twitter, Pinterest

## References

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LinkedIn Recommendations available online

Formal references available upon request