

ALEXIS TAYLOR

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SENIOR SALES MANAGER SUMMARY

- Senior Sales Manager with 15+ years driving growth in tech and consumer goods industries.
- Led sales team to achieve 200% of annual sales target at TechInnovate for four consecutive years.
- Increased market penetration by 35% through strategic channel partnerships at ConsumerGoods Inc.
- Recipient of the 2020 Sales Leadership Award, fluent in Spanish, MBA from Stanford University.

WORK EXPERIENCE

SENIOR SALES MANAGER TechInnovate

March 2015 - Present

- Directed a sales team of 50+ members, consistently exceeding sales goals by 200% through focused training and strategy development.
- Implemented a CRM system that increased customer retention rates by 30% within the first year.
- Negotiated key contracts with international stakeholders, expanding the company's global market share by 20%.

SALES MANAGER ConsumerGoods Inc.

July 2008 - February 2015

- Managed a team of 30 sales professionals, increasing sales volume by 35% through new channel partnerships.
- Developed sales strategies that penetrated new demographics, resulting in a 25% increase in product distribution.
- Led the transition to digital sales platforms, boosting direct sales by 40% in under two years.

SALES REPRESENTATIVE GlobalTech Solutions

June 2002 - June 2008

- Exceeded individual sales targets by 150%, recognized as a top performer for three consecutive years.
- Spearheaded the adoption of advanced sales analytics tools, enhancing the sales team's productivity by 20%.
- Cultivated relationships with major clients, contributing to a 50% increase in client retention.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) Stanford University

September 2000 - May 2002

BACHELOR OF SCIENCE IN MARKETING University of California, Berkeley

September 1996 - May 2000

SKILLS

Strategic Sales Planning



Team Leadership



Market Expansion



CRM



Digital Marketing



INTERESTS

Mountain Biking | Gourmet Cooking | International Travel