

Jasmine Patel

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SUMMARY

Dynamic and results-oriented Mid Level Sales Manager with over 5 years of experience in driving sales growth and building high-performing teams. Proven track record of exceeding sales targets and fostering strong client relationships to enhance retention and profitability.

EXPERIENCE

Sales Manager

Jan 2022 - Present

Tech Innovations Inc., Seattle, WA

- Increased annual sales by 30%, generating an additional \$2M in revenue through strategic account management and targeted marketing initiatives.
- Implemented a new CRM system that improved sales team efficiency by 25%, reducing time spent on administrative tasks.
- Led a team of 10 sales representatives, providing training and mentorship that resulted in a 40% increase in individual sales performance.

Sales Executive

May 2019 - Dec 2021

Global Solutions Corp., San Francisco, CA

- Achieved 120% of annual sales quota, contributing to a 15% increase in overall company revenue.
- Developed and maintained relationships with key accounts, which led to a 30% increase in repeat business.
- Utilized Salesforce for tracking sales metrics and forecasting, improving accuracy of sales projections by 20%.

Sales Associate

Jun 2017 - Apr 2019

Retail Solutions Group, Los Angeles, CA

- Consistently ranked in the top 5% of sales associates, achieving over \$500K in sales annually.
- Executed promotional campaigns that boosted store traffic by 50% during key sales events.
- Collaborated with marketing teams to develop customer engagement strategies, improving customer satisfaction scores by 15%.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of Washington, Seattle, WA • GPA: 3.7

SKILLS

Technical Skills: Sales Strategy Development, CRM Management, Data Analysis, Negotiation Skills

Tools & Frameworks: Salesforce, HubSpot, Microsoft Excel, Google Analytics