

Amina Thompson

amina.thompson@example.com • (555) 123-4567 • Atlanta, GA • linkedin.com/in/aminathompson

SUMMARY

Results-driven Sales Manager with over 6 years of experience in leading sales teams and driving revenue growth. Proven track record of exceeding sales targets and enhancing customer satisfaction through strategic planning and relationship management.

EXPERIENCE

Sales Manager

Jan 2022 - Present

Tech Solutions Inc., Atlanta, GA

- Increased sales revenue by 35% within the first year by implementing a new customer engagement strategy.
- Led a team of 10 sales representatives to achieve 150% of the quarterly sales target for 3 consecutive quarters.
- Utilized CRM tools such as Salesforce to streamline the sales process, resulting in a 20% reduction in lead response time.

Senior Sales Executive

Mar 2019 - Dec 2021

Global Marketing Co., Atlanta, GA

- Achieved top sales executive status, generating over \$2 million in revenue annually.
- Developed and executed strategic marketing campaigns that increased customer acquisition by 40%.
- Trained and mentored new sales staff, improving team productivity by 25%.

Sales Associate

Jun 2016 - Feb 2019

Retail World, Atlanta, GA

- Consistently exceeded monthly sales targets by an average of 20%.
- Implemented upselling techniques that resulted in an increase of average transaction value by 15%.
- Maintained a customer satisfaction score of 95% through effective service and follow-up.

EDUCATION

Bachelor of Science in Business Administration

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

Technical Skills: Sales Strategy Development, Customer Relationship Management, Data Analysis, Negotiation Skills

Tools & Frameworks: Salesforce, HubSpot, Microsoft Excel, Tableau