

EMILY CHEN

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SKILLS

- Sales Leadership
- Team Management
- Sales Strategy
- Communication
- Time Management

LANGUAGES

English • Native

CERTIFICATES

Sales Leadership Certification

Sales Leadership Institute
2019

Completed a certification program in sales leadership with a focus on team management and sales strategy

AWARDS

Sales Excellence Award

ABC Corporation • 2020

Awarded for exceeding sales targets by 25% in Q2 2020

STRENGTHS

Results-Driven

Proven track record of achieving sales targets and driving revenue growth

Leadership

Experience in supervising and mentoring sales teams to achieve sales excellence

REFERENCES

SUMMARY

Results-driven sales supervisor with 2+ years of experience in leading sales teams and driving revenue growth. Proven track record of achieving sales targets and developing effective sales strategies.

EXPERIENCE

Sales Supervisor

DEF Company • New York, NY • 2020-Present

Supervise a team of 10 sales representatives, providing guidance and coaching to achieve sales targets

- Developed and implemented a sales strategy that resulted in a 15% increase in sales revenue within 6 months
- Conducted regular sales performance reviews and provided feedback to improve sales techniques
- Collaborated with cross-functional teams to launch new products and promotions

Sales Representative

GHI Corporation • Chicago, IL • 2019-2020

Generated new business leads and maintained existing customer relationships to drive sales growth

- Consistently exceeded monthly sales targets by an average of 10%
- Built and maintained relationships with key customers, resulting in a 20% increase in repeat business

EDUCATION

Bachelor's Degree

University of Michigan • Ann Arbor, MI • 2015-2019

Business Administration • 3.5/4.0

PROJECTS

Sales Strategy Development

Project Lead • 2020

Developed and implemented a sales strategy that resulted in a 15% increase in sales revenue within 6 months

Salesforce • Excel

John Doe, Sales Manager
Supervisor john.doe@email.com

HOBBIES

Reading sales and marketing
books