CHRIS MOORE

Regional Sales Manager

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📞 (123) 456-7890
📍 Gainesville, FL
in LinkedIn

EDUCATION

Bachelor of Science
Business Administration
University of Florida
📅 2009 - 2013
📍 Gainesville, FL

SKILLS

- Zoho CRM
- Freshsales
- QlikView
- Zoom
- Showpad
- Badger Maps
- HelloSign
- Clearbit
- CallidusCloud
- Sprout Social

WORK EXPERIENCE

Regional Sales Manager
FIS Global

📅 2019 - current   📍 Gainesville, FL

- Hosted weekly Zoom sales meetings, improving cross-functional collaboration and ensuring alignment with corporate goals.
- Implemented data-driven sales strategies using QlikView, **resulting in a 19% improvement in sales pipeline visibility** and forecasting accuracy.
- Successfully onboarded and trained the sales team on Zoho CRM, resulting in a 22% increase in lead conversion rates.
- Conducted regular sales performance reviews, leading to a 13% improvement in individual and team performance.

Key Account Manager
The Collier Companies

📅 2016 - 2019   📍 Gainesville, FL

- Utilized Badger Maps to optimize client visit routes, leading to a 27% reduction in travel time and expenses.
- Harnessed HelloSign for electronic contract management, reducing contract signing time by 3 days.
- Improved account retention rate from 81% to 96% through proactive communication and tailored account management strategies.
- Negotiated and closed a high-value contract, resulting in a **$514K increase in annual account revenue**.

Account Executive
Tower Hill Insurance Group

📅 2013 - 2016   📍 Gainesville, FL

- Exceeded quarterly sales quotas by an average of 29%, resulting in a total **revenue increase of $1.2 million**.
- Leveraged Clearbit's data enrichment tool to improve lead quality by 36%, reducing wasted sales efforts.
- Tapped CallidusCloud for automated sales compensation management, saving the team 13 hours per month and reducing errors by 14%.
- Trained and mentored junior account executives, improving their sales performance by 31% within six months.
- Maintained strong client relationships, resulting in a 9% customer retention rate.