TIMOTEO AMBRIZ

Sales Manager

✉ t.ambriz@email.com
📞 (123) 456-7890
📍 San Diego, CA
in LinkedIn

EDUCATION

Bachelor of Arts
Business Administration
University of California San Diego

📅 2018 - 2022
📍 San Diego, CA

CAREER OBJECTIVE

Sales manager with 1+ years of experience and a focus on goal setting and accountability. Seeking an opportunity to work for a renowned sales corporation like Just in Time, where my management style of fostering employee excellence can develop intentional, self-driven employees.

WORK EXPERIENCE

Sales Manager Intern
Trustpilot

📅 2022 - current   📍 San Diego, CA

- Inspired the sales team to grow and develop individual sales goals that increased average client bases by 134
- Cultivated relationships with potential customers, *identifying needs and gaining excellent feedback on 98% of customer reviews*
- Projected expected sales volume and profit for existing and new accounts while reducing expenditure by 12%
- Analyzed costs, competition, and trends, *adjusting sales prices to maintain a 22% net profit margin*
- Assisted with 90% of outreach and community events to develop a thriving group of supporters

Sales Manager Intern
Danaher

📅 2021 - 2022   📍 San Diego, CA

- Assisted sales force to achieve sales and profit goals, fostering a yearly average of $370,000 in new client revenue
- Identified revenue, collection, and activity goals, *comparing past and projected revenues to marketing goals, increasing year-to-year revenue by 12%*
- Oversaw development of a 12-member sales team by promoting results-driven processes
- Exceeded sales goal by 21%, increasing customer retention by 47% through communication with the sales team
- Assisted with general market activity, distributed information to the sales team, and encouraged efficiency in lead generation
- Landed 26 new customers over 2 years while *improving customer retention by 13%*

SKILLS

- CRM (Salesforce)
- Outbound Sales
- Detail-oriented
- Personable
- Collaborative
- Verbal Communication