İsim Soyisim

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**SENIOR SALES MANAGER**

***• Sales Planning***  ***• Relationship Management***  ***• Market Expansion***

**Dynamic, result-driven sales strategist with a 14+ year record of achievement and demonstrated success. Create revenue growth while providing visionary sales leadership in highly competitive markets. Solid Track record securing key clients and in teasing product distribution to grow market share\_**

**Exceptional mentor and coach; combine business**

**acumen with innate leadership abilities to recruit, build, and retain top-performing sales learns.**

Key strengths:

**•**  **High-impact Sales Presentations**

**•**  **Territory Growth Management**

**•**  **New Product Launch**

**•**  **Strategic Market Positioning**

**•**  **Needs assesments**

**•**  **Million-dollar negotiations**

**Budget Administration P&L Management Recruiting and Staffing Initiatives**

**•**  **Stall Development Programs**

**Team Leadership, coaching**

**PROFESSIONAL EXPERIENCE**

**Corp A.Ş. , Sn. Sales Manager, Ankara**

**Selected Achievements:**

**•**  **I continued in complete turnover of under performing sales team; set higher expectations**

**and instituted individual accountability resulting In 450% revenue increase over three years.**

**•**  **Mel or exceeded all glialas Throughout tenure.; averaged nroure than $87 million in annual**

**sales in Ankara and earned multiple company awards in recognition of performance. Consistently developed strong, sustainable relationships with VAR partners and decision makers. of Fortune 500 client companies.**