**FIRST LAST**

**Senior Sales Manager**

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LinkedIn: [www.linkedin.com/in/jantegze/](https://www.linkedin.com/in/jantegze/)

**PROFESSIONAL EXPERIENCE**

**SALES ACCELERATOR New York, NY**

**Senior Sales Manager 2015-Present**

* Increased annual revenue by 35% by leading a team of 10 sales representatives and implementing innovative sales strategies
* Exceeded sales targets for 3 consecutive years, resulting in two promotions within 24 months
* Developed and maintained relationships with key accounts, generating 50% of company's annual revenue

**Selected Project Experience**

**Sales Growth Initiative**

* Implemented new CRM system, resulting in a 30% increase in lead conversions and 20% reduction in sales cycle time
* Expanded market share by 15% through targeted account management and personalized sales approaches
* Trained and mentored 25+ new sales representatives, increasing overall team productivity by 40%

**Launch of New Product Line**

* Successfully launched new product line, contributing to a 25% increase in company's annual revenue
* Led market research and competitive analysis to identify strategic sales opportunities and tactics
* Collaborated with marketing team to create promotional materials and campaigns, resulting in 10% increase in customer engagement

**STRATEGIC SALES INC. New York, NY**

**Account Executive 2013-2015**

* Exceeded individual sales targets by 20% on average, ranking in the top 10% of company salesforce
* Established relationships with 50+ new clients, leading to a 15% increase in overall company revenue
* Developed customized sales presentations and proposals, resulting in a 25% increase in close rate

**EDUCATION**

**SALES SUCCESS ACADEMY New York, NY**

*Certified Sales Professional 2012-2013* 2012-2013

**RESUME WORDED UNIVERSITY New York, NY**

*Bachelor of Business Administration, Major in Marketing; Minor in Economics* 2008-2012

**ADDITIONAL INFORMATION**

* Sales Methodologies: Solution Selling, SPIN Selling, Challenger Sale, Account-Based Selling
* Technical Skills: Salesforce CRM, Microsoft Office Suite (Word, Excel, PowerPoint), Google Analytics
* Certifications: Advanced Sales Negotiation (2017), HubSpot Inbound Sales (2018)

**LANGUAGES**

* Spanish—Fluent,
* German—Conversational