



Frank Adamson

Sales Manager



Summary

Energetic Sales Manager Manager with 5 years of experience spearheading sales team of 4 to 20 people to meet and exceed sales targets. At ABC International, developed the entire multinational sales team from the ground up. Conducted marketing campaigns with budgets of over \$1M, and developed strategies to bring 15 new products to market in the Consumer Packaged Goods industry. Seeking to join XYZ Corp to help deliver on all your metrics and KPIs.



Experience

2015-07 - present

Senior Store Manager

ABC International

- Planned and coordinated all aspects of trade execution, and provided direction to field personnel.
- Held full management accountability for market execution, merchandising standards compliance, sales, operational expenses, and profit and loss.
- Coach team performance daily using proven behavioral-based coaching, motivation, and management methodologies.
- Acted as advocate for customer and sales representatives fielding any customer issues, delivery problems, change orders or shipment concerns.

2013-01 - 2015-06

Retail Store Manager

American Eagle Outfitters

- Increased overall departmental sales by 15% in a single year and the sales of key lines by 43%.
- Managed conflict resolution between staff/customers with a view to bring harmony in view.
- Provided and reinforced the culture of Relentless Customer Care to ensure an exceptional customer service experience.

2011-07 - 2013-01

Sales Associate

American Eagle Outfitters

- Exceeded sales targets by 5% in first six months.
- Voted Sales Person of the Year in 2012.
- Introduced gamification techniques to the team to motivate and build rapport.



Education

2011

Tepper School of Business at Carnegie Mellon

University, Pittsburgh

BS in Business Administration



Certificates

2014

Tools for Dealing with Rejection for Sales Reps - Udemy online course

2013



Personal Info

Phone

555-555-5555

E-mail

f.adamson@zety.com

LinkedIn

linkedin.com/in/zety/frankadamson



Skills

MOTIVATION

Excellent

LEADERSHIP & TEAMWORK

Excellent

COMMUNICATION SKILLS

Excellent

STAFF RETENTION

Excellent



Languages

Spanish

Advanced

French

Elementary