

# Frank Adamson

Sales Manager

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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



## Skills

MOTIVATION

Excellent

LEADERSHIP & TEAMWORK

Excellent

COMMUNICATION SKILLS

Excellent