



# SOPHIA BROWN

Assistant Sales Manager

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Los Angeles

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## PROFESSIONAL SUMMARY

Dynamic Assistant Sales Manager with 7 years of experience driving sales growth and team performance. Proven track record in developing effective sales strategies, enhancing customer satisfaction, and achieving revenue targets.

## WORK EXPERIENCE

### Assistant Sales Manager III

Dec / 2020-Ongoing

WidgetWorks Inc.

Denver, CO

- Managed sales and marketing operations for a high-volume auto group with nine dealerships across NYC.
- Developed a high-performing sales team through targeted recruitment and comprehensive training programs.
- Monitored inventory levels to ensure optimal stock based on sales trends and promotional events.
- Prepared detailed sales performance reports for senior management, highlighting key metrics and inventory status.
- Facilitated customer negotiations and closed complex sales agreements, enhancing customer satisfaction.
- Maintained the corporate website with updated sales specials and promotional information.
- Created and executed marketing programs using digital and print media, analyzing results to refine strategies.

### Assistant Sales Manager

Dec / 2017-Dec / 2020

Cactus Creek Solutions

Phoenix, AZ

- Directed staffing, training, and performance evaluations to enhance sales and service programs.
- Maintained accurate inventory records and monitored market trends to adjust pricing strategies.
- Leveraged knowledge of financial promotions to maximize customer engagement and sales.
- Ensured compliance with contracts and performance standards through effective monitoring.
- Established pricing schedules and discount rates to optimize sales opportunities.

## EDUCATION

### Bachelor of Business Administration

Dec / 2014-Dec / 2017

University of California

Phoenix, AZ

Focused on marketing and sales management, developing skills in strategic planning and customer relations.

## SKILLS

Proficient in CRM software

Team Leadership

Customer Relationship Management

Sales Strategy Development

Market Analysis

## INTERESTS

Podcasts

Language Learning

Dancing

Cycling

## STRENGTHS

Integrity

Intuition

Leadership

Listening

## LANGUAGES

English  
80%

Spanish  
80%

Hindi  
80%

## ACHIEVEMENTS

Increased sales by 25% within one year through targeted marketing strategies.

Successfully trained and developed a sales team that exceeded quarterly targets by 15%.