



MIA TAYLOR

Event Sales Manager

✉ support@qwikresume.com ☎ (123) 456 7899 📍 Los Angeles

🌐 www.qwikresume.com

💡 SKILLS

Strategic Planning



Client Relationship Management



Sales Strategy Development



Market Analysis



Contract Negotiation



🎯 INTERESTS

📖 Astronomy

📖 Surfing

📖 Martial Arts

📖 Community Service

👊 STRENGTHS

🌟 Originality

🌟 Empathy

🌟 Patience

🌟 Perseverance

🗣️ LANGUAGES



English
80%



French
80%



Swahili
80%

🏆 ACHIEVEMENTS

🌟 Increased event sales by 30% through targeted marketing strategies.

🌟 Successfully managed over 100 events annually, achieving a 95% client satisfaction rate.

👤 PROFESSIONAL SUMMARY

Dynamic Event Sales Manager with 7 years of experience in driving revenue growth through strategic planning, client relationship management, and innovative event solutions. Proven track record in exceeding sales targets and enhancing customer satisfaction.

💼 WORK EXPERIENCE

Event Sales Manager I

📅 Dec / 2020-Ongoing

Maple Leaf Consulting

📍 Toronto, ON

1. Initiated and executed sales strategies to promote event services, resulting in a 30% increase in revenue.
2. Developed and nurtured client relationships through networking and consultations, enhancing repeat business.
3. Led the creation and implementation of marketing plans to maximize market share and achieve sales goals.
4. Trained and mentored new staff, improving sales performance and customer satisfaction metrics.
5. Designed comprehensive event packages and managed contracts using industry-standard software.
6. Organized and facilitated networking events, showcasing venue offerings to potential clients.
7. Oversaw the sales budget and generated daily revenue reports to track performance and identify growth opportunities.

Event Sales Manager

📅 Dec / 2017-Dec / 2020

Cactus Creek Solutions

📍 Phoenix, AZ

1. Directed sales initiatives to secure new business and close event bookings effectively.
2. Identified and targeted new client segments, expanding the customer base significantly.
3. Managed marketing efforts for club events, including social media and press releases, to boost attendance.
4. Created promotional materials such as brochures and flyers to enhance event visibility.
5. Maintained ongoing communication with clients to ensure service delivery met expectations.

🎓 EDUCATION

Bachelor of Arts in Hospitality Management

📅 Dec / 2014 - Dec / 2017

University of Central Florida

📍 Phoenix, AZ

Focused on event planning, marketing, and management principles.