



ETHAN MARTINEZ

Export Sales Manager

PROFESSIONAL SUMMARY

Results-driven Export Sales Manager with over 10 years of experience in international sales, market expansion, and strategic partnerships. Proven track record in driving revenue growth and enhancing customer satisfaction across diverse markets.

WORK EXPERIENCE

Export Sales Manager Dec / 2018-Ongoing
Maple Leaf Consulting Toronto, ON

1. Led a team to develop and implement export strategies, increasing market share in Asia and the Middle East.
2. Managed logistics and supply chain operations to ensure timely delivery of products to international clients.
3. Conducted market research to identify new business opportunities and customer needs.
4. Negotiated contracts with overseas distributors, achieving favorable terms and conditions.
5. Monitored sales performance and provided regular reports to senior management on export activities.
6. Trained and mentored junior sales staff on best practices in export sales and customer engagement.
7. Collaborated with marketing teams to create promotional materials tailored for international markets.

Export Sales Manager Dec / 2014-Dec / 2018
Silver Lake Enterprises Seattle, WA

1. Oversaw a diverse sales team focused on expanding market presence in Asia and the Middle East.
2. Developed and executed sales strategies that resulted in a 40% increase in annual revenue.
3. Traveled frequently to meet with clients, strengthening relationships and understanding market dynamics.
4. Initiated a poultry project with the Navajo Indian Reservation, focusing on sustainable practices.
5. Conducted comprehensive sales projections and cost analyses for new projects.

EDUCATION

Master of Business Administration Dec / 2011-Dec / 2014
Harvard Business School Toronto, ON
Specialized in International Business and Export Management.

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SKILLS

Market Analysis
Sales Strategy
Client Relationship
Negotiation Skills
Logistics Management

INTERESTS

Knitting Scuba Diving
E-sports Reading Fiction

STRENGTHS

Respectfulness Self-awareness
Self-discipline Sensitivity

LANGUAGES

English 80% Mandarin 80% Japanese 80%

ACHIEVEMENTS

- Increased export sales by 30% in two years through strategic market analysis.
- Developed key partnerships in Asia, resulting in a 25% revenue boost.