



# SOPHIA BROWN

## Group Sales Manager

✉ support@qwikresume.com

☎ (123) 456 7899

📍 Los Angeles

🌐 www.qwikresume.com

### PROFESSIONAL SUMMARY

Visionary Group Sales Manager with 7 years of experience in driving group revenue and enhancing client engagement. Expertise in formulating strategic initiatives and leading high-performing teams to exceed sales targets. Passionate about leveraging innovative strategies to maximize business growth and foster enduring client relationships.

### WORK EXPERIENCE

#### Group Sales Manager

Quantum Solutions LLC

📅 Feb / 2021-Ongoing

📍 Phoenix, AZ

1. Manage and nurture key accounts while pursuing new business opportunities in line with corporate objectives.
2. Implement targeted strategies to surpass revenue and production goals across lodging, meetings, and events.
3. Collaborate with cross-functional teams to deliver exceptional event experiences and customer service.
4. Maintain strong client relationships to ensure repeat business and referrals.
5. Maximize client engagement to enhance retention and loyalty.
6. Support the Director of Sales in staff training and policy formulation.
7. Develop and implement strategic sales plans to achieve group sales targets.

#### GROUP SALES MANAGER

Silver Lake Enterprises

📅 Feb / 2018-Feb / 2021

📍 Seattle, WA

1. Oversee a multi-channel Group Sales Office, ensuring effective staff management and guest service policies.
2. Motivate and mentor the sales team to foster high customer satisfaction and boost sales performance.
3. Analyze sales metrics and prepare reports to ensure inventory efficiency and compliance.
4. Guide team performance evaluations and implement initiatives for increased efficiency and job satisfaction.
5. Develop and manage the departmental budget, ensuring financial compliance.
6. Contribute to the strategic direction of the sales department.

### EDUCATION

#### Bachelor of Business Administration

University of Florida

📅 Feb / 2015-Feb / 2018

📍 Phoenix, AZ

Focused on Marketing and Sales Management.

### SKILLS

#### Sales Pipeline Management

8

#### Client Relationship Management

10

#### Coaching And Mentoring

10

#### Performance Metrics

7

#### Territory Management

7

### INTERESTS

🎧 Podcasts

🌐 Language Learning

🎵 Dancing

🚴 Cycling

### STRENGTHS

🔮 Intuition

👥 Leadership

🎧 Listening

👤 Mentorship

### LANGUAGES

80%

English

80%

Arabic

80%

Italian

### ACHIEVEMENTS

🌟 Increased group sales revenue by 30% within the first year through targeted marketing strategies.

🌟 Developed and implemented a customer loyalty program that improved client retention by 25%.