

SOPHIA BROWN

Group Sales Manager

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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

m 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

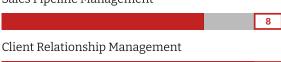
Feb/2018-Feb/2021

■ 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.

SKILLS

Sales Pipeline Management



Coaching And Mentoring









🎜 Dancing **ॐ** Cycling

STRENGTHS



LANGUAGES



EDUCATION

University of Florida

Bachelor of Business Administration

Feb / 2015-Feb / 2018

♣ Phoenix, AZ

Focused on Marketing and Sales Management.

ACHIEVEMENTS



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