



# WILLIAM PEREZ

## Technology Sales Manager

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### PROFESSIONAL SUMMARY

Accomplished Technology Sales Manager with 7 years of expertise in driving revenue growth through innovative sales tactics and strategic partnerships. Skilled at analyzing market trends to identify opportunities and deliver tailored technology solutions that meet client needs. Committed to fostering high-performance sales teams and exceeding ambitious targets while enhancing customer satisfaction.

### WORK EXPERIENCE

#### Technology Sales Manager

Pineapple Enterprises

📅 Mar / 2021-Ongoing

📍 Santa Monica, CA

1. Collaborated with cross-functional teams to develop and implement strategic sales plans.
2. Engaged with clients to understand their technology needs and deliver customized solutions.
3. Leveraged market insights to identify growth opportunities and drive product adoption.
4. Consistently met and exceeded sales quotas through effective negotiation and relationship management.
5. Monitored industry trends to stay ahead of competitors and adapt sales strategies accordingly.
6. Provided training and mentorship to junior sales staff to enhance team performance.
7. Utilized CRM tools to track sales activities and analyze customer data for informed decision-making.

#### Technology Sales Manager

Silver Lake Enterprises

📅 Mar / 2018-Mar / 2021

📍 Seattle, WA

1. Executed consultative selling techniques to uncover customer needs and align solutions.
2. Built a robust network of referrals that significantly increased lead generation.
3. Conducted training sessions to educate clients on new technology solutions.
4. Developed comprehensive selling points that highlighted the value of technology offerings.
5. Facilitated pre-sales meetings to assess client requirements and propose effective solutions.
6. Achieved upselling success by aligning solutions with client business objectives.

### EDUCATION

#### Bachelor of Science in Business Administration

University of Technology

📅 Mar / 2015 - Mar / 2018

📍 Toronto, ON

Focused on sales management and marketing strategies.

### SKILLS

Proficient In Crm Software

Data Analysis And Reporting

Relationship Building

Email Campaign Management

Sales Training

Collaboration Tools

### INTERESTS

- 🤿 Scuba Diving    🎮 E-sports  
📖 Reading Fiction    🧩 Puzzle Solving

### STRENGTHS

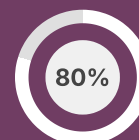
📋 Stewardship

👥 Teamwork

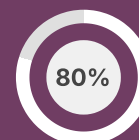
🔗 Tenacity

🔭 Vision

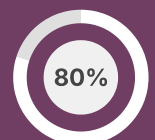
### LANGUAGES



English



Italian



French

### ACHIEVEMENTS

- ★ Increased quarterly sales by 25% through targeted marketing strategies.
- ★ Developed key partnerships that resulted in a 30% boost in client acquisition.