



# MASON WILSON

Sales, Territory Business Manager

✉ support@qwikresume.com

☎ (123) 456 7899

📍 Los Angeles

🌐 www.qwikresume.com

## 💡 SKILLS

Goal-oriented



Negotiation Skills



Sales Forecasting



Customer Relationship Mgmt



Territory Planning



Lead Generation



## 🎯 INTERESTS

🔧 DIY Projects    ✂️ Crafting

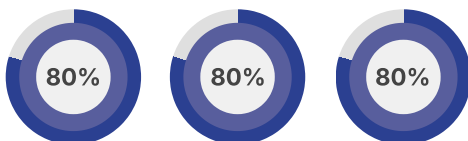
🧘 Meditation    🏛️ History

## 👊 STRENGTHS

🌱 Humility    💡 Innovation

👁️ Insightfulness    ✅ Integrity

## 🗣️ LANGUAGES



English

Arabic

Spanish

## 🌟 ACHIEVEMENTS

🌟 Drove a 25% increase in territory sales by implementing targeted marketing strategies.

🌟 Developed and executed successful training programs, improving sales team performance by 30%.

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## 👤 PROFESSIONAL SUMMARY

Proficient Territory Business Manager with a decade of experience in driving sales growth and optimizing market performance. Expert in establishing strategic partnerships and delivering tailored solutions that meet client needs. Consistently exceeds sales objectives while enhancing operational efficiencies and fostering strong relationships with key stakeholders.

## 💼 WORK EXPERIENCE

Sales, Territory Business Manager

📅 Mar / 2019-Ongoing

Maple Leaf Consulting

📍 Toronto, ON

1. Developed strategic relationships with distributors and operators in the foodservice industry, enhancing market penetration.
2. Managed foodservice accounts across five states, increasing sales and brand visibility.
3. Effectively marketed multiple product lines to diverse clientele.
4. Negotiated and secured contracts with several regional accounts, driving revenue growth.
5. Oversaw a territory generating over \$12 million in annual sales, optimizing territory performance.
6. Conducted competitive product sampling, resulting in increased customer engagement.
7. Led the successful launch of a new product line, significantly boosting market presence.

Asst. Territory Business Manager

📅 Mar / 2015-Mar / 2019

Summit Peak Industries

📍 Denver, CO

1. Managed the LifeScan Animas Division, increasing sales of Blood Glucose Monitors across the region.
2. Achieved 'Trip Award' for excellence in sales performance in 2012.
3. Collaborated with the Durable Medical Equipment division to launch a new meter, marking a significant product introduction.
4. Engaged with endocrinologists, certified diabetes educators, and pharmacies to promote product adoption.
5. Conducted educational programs for healthcare professionals and patients, enhancing product understanding.
6. Analyzed payor mix for the One Touch systems, optimizing sales strategies.

## 🎓 EDUCATION

Bachelor of Business Administration

📅 Mar / 2012-Mar / 2015

University of Florida

📍 Portland, OR

Focused on Marketing and Sales Management.

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