



WILLIAM PEREZ

Sales Territory Manager

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PROFESSIONAL SUMMARY

Accomplished Sales Territory Manager with a decade of experience driving business growth through strategic account management and relationship building. Expertise in market analysis, sales forecasting, and team leadership to optimize performance. Committed to leveraging proven negotiation skills and customer insights to enhance sales outcomes and expand market reach.

WORK EXPERIENCE

Sales Territory Manager

WidgetWorks Inc.

📅 Mar / 2019-Ongoing

📍 Denver, CO

1. Prospected and secured new accounts while nurturing existing relationships in diverse sectors including food service and healthcare.
2. Conducted thorough market analysis to tailor solutions that address client needs and challenges.
3. Collaborated with cross-functional teams to optimize sales processes and enhance service delivery.
4. Monitored product performance and implemented strategies to maximize sales opportunities.
5. Provided exceptional customer service, resulting in high customer satisfaction and loyalty.
6. Trained and mentored junior staff on sales techniques and product knowledge.
7. Planned and executed promotional events to boost product visibility and engagement.

Junior Territory Manager

Lakeside Apparel Co

📅 Mar / 2015-Mar / 2019

📍 Chicago, IL

1. Oversaw operations across 22 regions, ensuring alignment with corporate standards and objectives.
2. Executed seasonal merchandising strategies to enhance product presentation and sales effectiveness.
3. Facilitated training sessions for new hires on sales techniques and operational procedures.
4. Analyzed sales data to optimize staffing and resource allocation.

EDUCATION

Bachelor of Business Administration

University of Michigan

📅 Mar / 2012-Mar / 2015

📍 Denver, CO

Focused on Marketing and Sales Management.

SKILLS

Sales Strategy Development



Crm Software Proficiency



Data Analysis And Reporting



Sales Presentation Skills



Client Engagement



INTERESTS

🎨 Art

🤝 Volunteering

🌲 Hiking

🧘 Yoga

STRENGTHS

🔍 Criticality

☰ Detail-oriented

🤝 Diplomacy

😊 Enthusiasm

LANGUAGES



English



Spanish



Arabic

ACHIEVEMENTS

- ★ Increased territory sales by 30% within the first year through targeted marketing strategies.
- ★ Developed strong relationships with key clients, resulting in a 25% increase in repeat business.