

CV Model – SALES MANAGER

Maryanne xxxxxx

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Sales manager with 10 years' experienceSelf-reliant, sense of responsibility, leadership, availability

PROFESSIONAL EXPERIENCE**Since June 2015 Senior sales manager**, fast food restaurant chainJune 2015–present

Ottawa

- Supervision of 20 stores throughout Quebec and Ontario
- Monitoring of store performance and productivity
- Frequent visits to each store to check the quality of fresh products, speed of delivery, orders and quality of customer service
- Support to teams in place: hosting of motivational seminars and training workshops, implementation of contests
- Development of monitoring charts, data analysis, transmission of results to management

Sept. 2009–March 2015 Sales manager, hardware storeSept. 2009–March 2015

Kanaka

- Supervision of 10 stores (7 corporate, 3 franchises)
- Transmission of information to 15 store managers (e.g. sales objectives, promotional activities under way/to come)
- Follow-up and motivation of sales team (40 salespeople, 10 telemarketers): recruiting, training, promotion, etc.
- Frequent visits to each store to check the general layout of items and the quality of customer service
- Implementation of dashboards (sales, profit margin, turnover)
- Identification of new business opportunities and development of partnerships with communities and construction companies

Sept. 2005–May 2009 **Sales manager**, children's clothing store

- Sept. 2005–May 2009
Hawkesbury
- Supervision of 5 stores throughout Quebec
 - Management of 15 employees (e.g. recruiting, training, motivation)
 - Follow-up of marketing activities implemented in stores
 - Reporting of business results to management on a regular basis (daily, weekly, monthly)

EDUCATION

2005: Bachelor's in business administration, major in marketing, University AAA

2002: College diploma in administration, College BBB

Additional training:

- Strategic selling, 2007
- Management training, 2006
- Sales management, 2003
- Small business management, 2003

SKILLS

Computer skills

Word, Excel, Outlook, PowerPoint, Access, Internet

Customer relationship management software

Reporting tools

Soft skills

Excellent listening skills

Proven ability in leading meetings

Aptitude for motivating teams and time management/organization

Language skills

English: mother tongue

French: advanced level

Excellent English and French writing skills

HOBBIES AND INTERESTS

Bicycling, tennis, hiking

Stamp collecting, theatre (5 shows/year)

Volunteer in a social reintegration association (10 hours/month)