

ALBERT

**MAXWELL**

**Sales Manager**

Results-driven Sales Manager with 3+ years of experience in leading high-performing sales teams and consistently exceeding revenue targets. Expertise in strategic planning, market analysis, and customer relationship management. Demonstrated ability to drive sales growth through innovative approaches, strong negotiation skills, and effective team collaboration. Proven track record of fostering long-term business partnerships and maximizing profitability. Committed to professional development and continuous improvement to optimize sales performance.

WORK EXPERIENCE

**Sales Manager Mar 2023 to Present**

COMPANY NAME

* Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
* Meeting planned sales goals.
* Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Overseeing the activities and performance of the sales team.
* Coordinating with marketing on lead generation.
* The ongoing training of your salespeople.
* Developing your sales team through motivation, counseling, and product knowledge education.
* Promoting the organization and products.
* Understand our ideal customers and how they relate to our products.

**Sales Assistant Mar 2021 to Feb 2023**

COMPANY NAME

* Greet customers.
* Answer customers' questions.
* Look for stock requested by customers.
* Keep the stock room organized.
* Pack shelves neatly.
* Greeting customers and offering assistance
* Answering questions and addressing concerns
* Informing customers about sales, promotions and policies
* Taking payments for purchases and packaging purchases
* Taking inventory and monitoring sales floor

**Sales Executive 2020 to Mar 2021**

COMPANY NAME

* Setting sales goals and developing sales strategies.
* Researching prospects and generating leads.
* Handling customer questions, inquiries, and complaints.
* Preparing and sending quotes and proposals.
* Managing the sales process through specific software programs.
* Building and maintaining a CRM database.
* Meeting daily, weekly, and monthly sales targets.
* Participating in sales team meetings.

MY CONTACT

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**in**

**Phone**

+91 9200000000

**Email**

antonyxxxxxxx@gmail.com

**Address**

Dubai, UAE

**LinkedIn**

LinkedIn/xxxxxxxm/

EDUCATION

2019

**MBA Human Resource Management**

Pondicherry University (DDE)

2017

**BBA**

Kannur University

SKILLS

Sales Management

Strategic Planning

Sales Strategy

Business Development

Target Achievement

Lead generation

Team Management

Negotiation Skills

Market Analysis

Communication skill

DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

**ALBERT MAXWELL**

ACHIEVEMENTS

* Employee of the month award
* Top Performance Sales Award
* Sprint-Based or Competition-Based Awards
* Exceptional Salesmanship Award on December 2018

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Music

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Travel

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Driving

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Sports

HOBBIES

PERSONAL DETAILS

Nationality : Indian

D.O.B : 12/01/1993

Gender : Male

Marital Status : Married

Passport no : V00000

REFERENCE

Reference available upon request.

TECHNICAL SKILLS

* Tally ERP 9
* SAP
* Sage
* MS Office

LANGUAGES

* English
* Hindi
* Malayalam