

PEYTON HARLOW

LEADER IN MARKETING AND SALES STRATEGY

CONTACT



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Boston, MA

CAREER SUMMARY

Top-ranked sales manager recognized for contributions to record-setting sales figures, territory expansion and new account development. Proven ability to lead sales teams to achieve multimillion-dollar revenue gains. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages.

KEY SKILLS

Sales Training.....EXPERT
Territory Management.....EXPERT
Lead Qualification.....EXPERT
Closing Strategies.....EXPERT
Presentations.....EXPERT
Relationship Building.....EXPERT
Salesforce.....ADVANCED
Negotiations.....ADVANCED

WORK EXPERIENCE

Sales Manager | Milton Gaskets | 2014-Present

Recruited to lead startup of Northeast sales region and manage a 12-member team within \$8.2 million, 12-state territory. Grow market share by increasing gasket product-line sales to warehouse distributors and retail stores.

- Fostered a robust, sustainable network of buyers from Maine to Florida.
- Ranked as #1 sales manager (out of 12) in 2017 and 2018.
- Introduced new gasket lines into the market, often closing sight-unseen sales of newly released products.

Account Manager | Twitty Inc | 2010-2014

Managed daily operations of automotive service department generating \$12.5 million annually. Provided floor sales leadership and supervised eight associates.

- Surpassed sales goals by 19% in 2012 and 14% in 2013.
- Increased sales of company-owned paint sealants by 24%, selling \$245K in sealant products in 2011.

EDUCATION

Bachelor in Science
Boston College
Political Science

Associate in Arts
Midlands Technical College
Business Administration

Sales Coordinator | Dot Marketing | 2007-2010

Selling via in-home and online representing and marketing of jewelry and accessories. Engage and maintain contact with perspective clients to drive future business.