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Hartford, CT, 1993 Lochmere Lane

EDUCATION

Bachelor of Science in Business Administration

University of Connecticut, United States, Storrs, CT

2009 - 2013

Certifications

Certified Sales Leadership Professional (CSLP), 2020

SKILLS

- Customer Relationship Management
- Market Analysis
- Sales Training and Coaching
- CRM Software
- Trend Identification

LANGUAGES

- Hindi (fluent)

HOBBIES

- Cooking

ROSIE BECK

REGIONAL SALES MANAGER

PROFESSIONAL SUMMARY

Results-driven Regional Sales Manager with over 10 years of experience leading sales teams, developing and implementing effective sales strategies, and consistently surpassing sales targets. Proven track record of driving revenue growth, enhancing team performance, and expanding market reach. Exceptional communication, negotiation, and leadership skills, with a strong ability to build and maintain client relationships.

EXPERIENCE

- March 2020 - Now

Regional Sales Manager

PepsiCo / United States, Hartford, CT

- Lead and manage a sales team of 15 representatives across the Northeast region.
- Develop and execute regional sales strategies, resulting in a 25% growth in market share over three years.
- Conduct regular training sessions to improve team performance and product knowledge.

- February 2017 - January 2020

Senior Sales Representative

Johnson & Johnson / United States, Hartford, CT

- Achieved top sales performer status for three consecutive years, exceeding sales targets by an average of 25%.
- Coordinated with the marketing team to develop promotional materials and campaigns, enhancing product visibility and sales.
- Provided exceptional customer service, resulting in a 20% increase in customer retention rates.

- October 2013 - December 2019

Inside Sales Representative

Coca-Cola Company / United States, Hartford, CT

- Successfully managed a portfolio of 100+ clients, consistently meeting and exceeding sales targets.
- Identified new business opportunities and expanded client base by 30%.
- Conducted product presentations and demonstrations, effectively communicating product value to prospective clients.