ALLISON JACKSON

1616 Daisy Lane, Denver, Colorado 82049 (681) 204 7100 example@cvmaker.com

Experienced and charismatic sales manager seeking to join the team at Luxury Detail Products. Seven-years of relevant sales management in the automotive aftermarket industry, with a proven track record of developing sales plans, analyzing metrics, managing a team of dozens of sales professionals, resolving conflict, and exceeding sales expectations. Uncanny written and oral communication skills, combined with exceptional time management, mentorship, business development, and team building ability. Always channels feedback into lesson learning, to reduce the potential of future errors and accomplish team goals.

WORK EXPERIENCE

Territory Sales Manager Mar 2018

D&D Chemicals, Thornton, Colorado

Currently serving as a Territory Sales Manager for D&D Chemical Corporation in Thornton, Colorado. Responsible for managing the key sales accounts for companies top 10 automotive detailing product manufacturers. A proven record for exceeding sales goals each fiscal period since March 2018. Key accomplishments and duties include:

- Following up with online lead generation forms, social media contacts, and direct email communication.
- Leading the companies sales managers through the Covid-19 Global Pandemic.
- Challenged to find replacement raw materials suppliers due to supply chain restrictions 2019 through 2021.
- Maintained a 100 percent closing ratio on qualified lead generation - 2018, 2020, and 2021.
- Exceed annual sales goals by 37 percent 2020 - and 29 percent in 2021.

Sales Manager Jun 2014 - Mar 2018

Elway Automotive Group, Cherry Creek, Colorado

Served as a sales manager for the Elway Automotive Group in Cherry Creek, Colorado. Responsible for managing a team of 18 sales associates in new and previous owned automotive sales division. Accountable for setting sales goals, working with marketing team on activation of promotions, and other weekly tasks including:

- Managing new and used car inventory via cloud-based CRM and order processing software.
- Working with finance department to receive quick preliminary approvals for customers.

EDUCATION

High School Diploma Sept 2014 - May 2017

Petty High School, Charlotte, North Carolina

REFERENCES

References available upon request

SKILLS

Customer Service	Expert
Project Management	Expert
Communications	Expert
Cloud-Based CRM	Expert
Conflict Resolution	Expert