

MICHAEL ANDERSON

Sales Planning Coordinator

- San Francisco, CA
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Proactive Sales Planning Executive with a strong foundation in sales management and strategic planning. Exceptional analytical skills enable the identification of key market trends and the formulation of effective sales strategies. Proven ability to enhance sales performance through effective team leadership and process optimization. Recognized for a commitment to achieving operational excellence and driving results.

WORK EXPERIENCE

Sales Planning Coordinator | Global Consumer Brands

Jan 2022 – Present

- Coordinated sales planning initiatives that resulted in a 15% increase in quarterly sales.
- Analyzed sales data to identify trends and inform strategic planning.
- Collaborated with marketing to develop promotional campaigns that drove customer engagement.
- Managed inventory levels to ensure product availability and minimize stockouts.
- Trained new team members on sales processes and best practices.
- Presented sales forecasts to management, aiding in strategic decision-making.

Sales Associate | Retail World

Jul 2019 – Dec 2021

- Provided exceptional customer service, leading to a 20% increase in repeat business.
- Assisted in the development of sales strategies that improved product placement.
- Conducted market research to support sales initiatives and promotional activities.
- Collaborated with team members to achieve monthly sales targets.
- Maintained accurate sales records and reports for management review.
- Participated in training programs to enhance product knowledge and sales techniques.

SKILLS

Sales Management

Market Analysis

Data Interpretation

Team Collaboration

Customer Engagement

Training

EDUCATION

Bachelor of Business Administration

2017

Marketing - University of Texas

ACHIEVEMENTS

- Recognized as 'Top Performer' for exceeding sales targets by 150%.
- Successfully launched a new sales initiative that increased customer satisfaction scores.
- Received 'Employee of the Month' award for outstanding customer service.

LANGUAGES

English

Spanish

French