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EXPERTISE SKILLS

- Contract Negotiation
- Client Relationship Building
- Market Research
- Team Leadership
- Sales Operations
- CRM Management

LANGUAGES

- English
- Spanish
- French

CERTIFICATION

- Bachelor of Science in Civil Engineering - Georgia Institute of Technology

REFERENCES

John Smith

Senior Manager, Tech Corp
john.smith@email.com

Sarah Johnson

Director, Innovation Labs
sarah.j@email.com

Michael Brown

VP Engineering, Solutions Inc
mbrown@email.com

MICHAEL ANDERSON

SITE SALES MANAGER

Strategic and results-oriented Site Sales Manager with extensive experience in the construction industry. Exceptional ability to drive sales performance and cultivate lasting client relationships through a consultative sales approach. Proven expertise in negotiating high-value contracts and managing complex sales cycles. Demonstrates a deep understanding of market dynamics and customer needs, enabling the development of tailored solutions that meet and exceed expectations.

PROFESSIONAL EXPERIENCE

Construction Dynamics

Mar 2018 - Present

Site Sales Manager

- Successfully managed site sales operations, resulting in a 50% increase in annual revenue.
- Led a team of 10 sales professionals, fostering a culture of accountability and high performance.
- Utilized CRM tools to track leads and manage customer interactions effectively.
- Conducted site assessments to identify client needs and recommend appropriate solutions.
- Developed strategic partnerships with subcontractors and suppliers to enhance service delivery.
- Coordinated with project managers to ensure timely execution of sales commitments.

BuildRight Enterprises

Dec 2015 - Jan 2018

Sales Coordinator

- Supported the sales team in achieving 110% of annual sales targets through effective coordination.
- Assisted in the preparation of sales proposals and presentations for major clients.
- Maintained customer databases and ensured accurate records of sales activities.
- Collaborated with marketing to create promotional materials for new product launches.
- Organized client meetings and site visits to strengthen relationships.
- Monitored market trends to inform sales strategy adjustments.

ACHIEVEMENTS

- Recognized for achieving the highest sales growth in the company's history.
- Successfully negotiated contracts worth over \$5 million, exceeding sales goals.
- Implemented a customer referral program that increased lead generation by 25%.