Remy Bertrand

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Dynamic sales manager with more than X years of experience in sales and team management. Strong business development, negotiation and key account management skills. Proven ability to achieve sales targets and significantly increase revenue. Results oriented, motivated and focused on customer satisfaction.

Professional experience

Sales Manager, Company ABC, City, Country

January 20XX - Present

- Lead a team of X sales representatives and oversee their daily activities.
- Develop and implement sales strategies to meet and exceed monthly and annual sales targets.
- Build strong relationships with existing customers and key accounts, providing high quality customer service and identifying new business opportunities.
- Negotiate contracts and agreements with customers, ensuring that profit margins are maximized.

Sales Representative, XYZ Company, City, Country

January 20XX - December 20XX

- Manage a portfolio of clients and develop new business relationships.
- Present products and services to potential customers, highlighting key benefits and features.
- Negotiate terms of sale and conclude contracts successfully.
- Collaborate with internal teams to ensure customer satisfaction and resolve any issues.
- Achieve and exceed assigned sales targets.

Education

Master's in human resources management, University of Paris, Paris, France

Year obtained: 20XX

Degree in Marketing and Communication, Lyon 2 University, Lyon, France

Year of obtaining: 20XX

Skills

- Leadership and Team Management
- Communication Skills
- Sales Expertise and Knowledge
- Customer Relationship Management (CRM)
- Analytical and Strategic Thinking
- Problem-Solving and Decision Making
- Coaching and Mentoring
- Time Management

LANGUAGES

- English – C2
- Spanish – A1