

John Smith

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Objective: Interests in a position as Dental Sales Senior Manager with a leading Dental equipment manufacturing firm, where I can implement my expertise in the field of dental sales.

Experience

GPL Dental Equipment

New York

Dental Sales Senior Manager

3/3/2009 to Present

- Managed and coordinated daily/weekly/monthly sales activities of multiple sales teams.
- Coordinated sales distribution by establishing sales territories, quotas and goals among sales managers.
- Advised dealers, distributors and clients concerning sales and advertising techniques.
- Managed a team of 5 sales managers and 50 dental sales executives.
- Analyzed sales statistics in order to formulate policy and to assist dealers in promoting sales.
- Reviewed market analyses in order to determine customer needs, volume potential, price schedules and discount rates.
- Developed sales campaigns in order to accommodate goals of company.
- Directed product simplification and standardization to eliminate unprofitable items from sales line.
- Represented company at trade association meetings to promote product.
- Analyzed and controlled expenditures of division in order to conform to budgetary requirements.
- Reviewed periodic sales report showing sales volume and potential sales.
- Directed product research and development.
- Recommended and approved budget, expenditures, appropriations for research and development work.

Dental Equipment Suppliers

New York

Dental Sales Manager

3/3/2006 to 3/3/2009

- Managed and coordinated daily sales activities.
- Directed staffing, training and performance evaluations in order to develop and control sales program.
- Coordinated sales distribution by establishing sales territories, quotas and goals.
- Advised dealers, distributors and clients concerning sales and advertising techniques.
- Trained and managed a team of 10 dental sales executives, resulting in

- significant improvements in their productivity.
- Assigned sales territory to sales personnel.
 - Analyzed sales statistics in order to formulate policy and to assist dealers in promoting sales.
 - Reviewed market analyses in order to determine customer needs, volume potential, price schedules and discount rates.
 - Developed sales campaigns in order to accommodate goals of company.
 - Directed product simplification and standardization to eliminate unprofitable items from sales line.
 - Represented company at trade association meetings to promote product.
 - Coordinated liaison between sales department and other sales-related units.
 - Analyzed and controlled expenditures of division in order to conform to budgetary requirements.
 - Assisted other departments within establishment to prepare manuals and technical publications.
 - Prepared periodic sales report showing sales volume and potential sales.
 - Directed sales for manufacturer, retail store, wholesale house and other establishment.
 - Directed product research and development.
 - Recommended and approved budget, expenditures, appropriations for research and development work.

Education

State University of New York
Bachelors of Commerce

New York
 2005

State University of New York
Masters in Business Management in Marketing

New York
 2008

Awards

Awarded the Sales Manager of the Year 2007
 Awarded the Best Territory (Sales) of the Year 2008
 Awarded the Senior Sales Manager of the Year 2010

References: Available upon request