

# Shametrice Manangan

Area Sales Manager

## Profile

I am an Area Sales Manager with over 5 years of experience in sales and marketing. I have a proven track record of increasing sales and profitability in my territory. I am a motivated self-starter who is always looking for new opportunities to grow my business. I have excellent communication and interpersonal skills, which allow me to build strong relationships with customers and colleagues alike.

## Employment History

### Area Sales Manager at Coca Cola, NM

May 2022 - Present

- Generated \$3 million in sales within the assigned territory.
- Grew market share by 2% over last year.
- Achieved 110% of quota for two consecutive years.
- Managed a team of 10 sales representatives and 3 field managers.
- Implemented new CRM system that increased productivity by 15%.
- Negotiated contracts with key accounts worth \$1.5 million.

### Area Sales Representative at Pepsi, NM

Sep 2017 - Mar 2022

- Achieved quota of \$600,000 in sales for the year.
- Exceeded quarterly targets by 15%.
- Grew territory revenue by 20% over a 3-year period.
- Won "Salesperson of the Month" award 4 times.
- Secured 10 new accounts in first 6 months on the job.
- Consistently ranked in top 5 out of 30 salespeople.

## Education

### Bachelor of Science in Business Administration at University of New Mexico

Sep 2012 - May 2017

Some skills I've learned are critical thinking, time management, and effective communication.

## Certificates

### Certified Sales Professional (CSP)

Dec 2020

### Certified Field Marketing Manager (CFMM)

Mar 2019

## Memberships

National Association of Sales Professionals

American Management Association

## Details

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## Links

[linkedin.com/in/shametricemanangan](https://www.linkedin.com/in/shametricemanangan)

## Skills

Communication

Interpersonal skills

Organizational skills

Time management

Negotiation skills

Presentation skills

Sales

## Languages

English

Spanish

## Hobbies

Organizing social events

Tutoring children in literacy

Training for marathons