

# Leota Mank

Channel Sales Manager

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## Education

### Bachelor of Science in Marketing at Mississippi State University

Aug 2013 - May 2017

I have learned excellent written and verbal communication skills, strong analytical and research skills, and how to use various marketing strategies to achieve desired results.

## Links

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

## Skills

Communication

Presentation Skills

Negotiation Skills

Relationship Management

Sales Strategy Development

Channel Partner Management

Market Knowledge

## Languages

English

Italian

## Profile

I am a Channel Sales Manager with over 5 years' experience in the industry. I have successfully managed and grown channel sales for my company, developing long-term relationships with key partners along the way. I know what it takes to create a successful channel strategy and execute it flawlessly. My skills include excellent communication, negotiation, and relationship-building abilities. I am also highly analytical and detail-oriented, which allows me to identify opportunities and optimize results quickly.

## Employment History

### Channel Sales Manager at ABC Corporation, MS

Jun 2022 - Present

- Negotiated and closed \$5M in new business from scratch within first 6 months on the job.
- Achieved quota of \$10M annually for 3 consecutive years.
- Grew channel sales by 25% year over year.
- Managed a team of 7 direct reports and 15 indirect reports.
- Won "Top Performer" award 2 years in a row.

### Channel Sales Representative at XYZ Company, MS

Jul 2017 - May 2022

- Exceeded quarterly sales goals by 25%.
- Grew channel sales revenue by 20% year over year.
- Negotiated and closed contracts with 5 new partners.
- Launched 3 new products in the market.
- Led team of 4 direct reports to achieve quota attainment for 2 consecutive quarters.
- Managed a \$5M annual budget.

## Certificates

### Certified Channel Sales Manager (CCSM)

Mar 2021

### Certified Partner Relationship Manager (CPRM)

Aug 2019

## Memberships

American Marketing Association

Direct Marketing Association