

# Darcee Ganoë

Field Sales Manager

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## Details

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1234 Elm Street, Manchester, NH 03104

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## Profile

I am a field sales manager with over 5 years of experience in managing and developing teams. I have a proven track record in achieving targets, increasing market share and generating new business opportunities. I am an excellent communicator with strong interpersonal skills that enable me to build relationships at all levels. I am proactive, driven and highly organised with the ability to work well under pressure.

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## Employment History

### Field Sales Manager at Company 1, NH

May 2022 - Present

- Achieved sales goals for the year by 125%.
- Exceeded quotas for 4 consecutive quarters.
- Grew market share in key territories by 3%.
- Trained and developed a team of 5 direct reports, who went on to achieve an average quota attainment of 110%.
- Negotiated and closed 10+ high-value deals (>\$250k).
- Demonstrated success in managing complex sales cycles (6+ months), with multiple stakeholders involved.

### Field Sales Representative at Company 2, NH

Sep 2017 - Apr 2022

- Exceeded quarterly sales targets by 15%.
  - Grew territory revenue by 20% year over year.
  - Secured 10 new accounts in Q4.
  - Won "Top Performer" award for the quarter.
  - Achieved 100% of monthly quota for 6 consecutive months.
  - Consistently ranked in top 3 performers out of a team of 25.
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## Education

### High School Diploma at Dover High School, Dover, NH

Sep 2013 - May 2017

I've learned how to study for and take tests, how to do research, and how to write papers.

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## Links

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