Evette Greenfeld

National Sales Manager

✉ evette.greenfeld@gmail.com

📞 (575) 919-1351

📍 2105 W 14th St, Anderson, IN
46016

Education

Bachelor of Science in Business Administration at Purdue University, IN

Sep 2010 - May 2015

Communication, teamwork, problem solving, and critical thinking.

Links

linkedin.com/in/evettegreenfeld

Skills

Communication

Presentation skills

Negotiation skills

Sales planning and strategy development

Customer relationship management (CRM)

Time management

Territory or account management

Languages

English

Hindi

Employment History

National Sales Manager at General Motors, IN

Jun 2022 - Present

- Achieved national sales of $10 million in just six months, exceeding expectations by 25%.
- Grew market share for main product line by 3% despite industry-wide decline.
- Reduced customer churn rate from 5% to 2% through improved customer service and satisfaction initiatives.
- Led team of 15 regional sales managers and 100+ account executives to achieve quarterly targets.
- Implemented new CRM software system that resulted in 20% increase in productivity.

Senior National Sales Manager at Cummins, IN

Aug 2019 - May 2022

- Increased sales by 15% in the first quarter.
- Achieved 110% of quarterly sales targets.
- Exceeded annual sales goals by $2M.
- Grew market share in key regions by 3%.
- Negotiated and closed 10 major deals worth over $1M.

Regional Sales Manager at Carrier, IN

Aug 2015 - Jul 2019

- Hired and trained a successful sales team that increased regional sales by 23%.
- Exceeded quarterly sales goals by 15%.
- Developed a new market strategy that generated an additional $2 million in revenue.
- Negotiated key contracts with major customers, leading to long-term relationships.
- Managed budgets and expenses effectively, resulting in cost savings of 10%.

Certificates

Certified Sales Professional (CSP)

May 2021

Certified National Sales Manager (CNSM)

May 2020

Memberships

National Association of Sales Professionals

American Association of Sales Executives