



# Daisy Austell

National Sales Manager

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1234 Elm Street, New York, NY   
10001

## Education

**Bachelor of Science in  
Business Administration at  
Boston College, MA**

Sep 2010 - May 2015

I have learned how to manage my time, how to work in a team and how to lead a team.

## Links

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

## Skills

Communication

Presentation Skills

Negotiation Skills

Closing Skills

Prospecting Skills

Time Management

## Languages

English

Indonesian

## Employment History

### National Sales Manager at J.P. Morgan, MA

Mar 2022 - Present

- Exceeded quarterly sales targets by 15%.
- Grew market share in key regions by 3%.
- Achieved 100% customer satisfaction rating.
- Launched new product line and achieved \$2M in sales within first 6 months.
- Trained and developed 10 new sales reps, all of whom met or exceeded their quotas.
- Negotiated price increase with top supplier that increased gross margins by 2%.

### Senior National Sales Manager at Goldman Sachs, MA

Sep 2020 - Feb 2022

- Achieved \$100 million in sales for the company, representing a 20% increase from the previous year.
- Led and developed a team of 15 national sales managers, who in turn oversaw 250 regional sales managers.
- Grew market share by 2% points in key markets across the country.
- Implemented new CRM software that increased efficiency and effectiveness of sales force by 30%.
- Negotiated and secured exclusive distribution rights with Walmart for company's flagship product line.

### Regional Sales Manager at Morgan Stanley, MA

Sep 2015 - Aug 2020

- Achieved quarterly sales targets for the past 3 years.
- Grew market share in the region by X% last year.
- Launched new product in the market and achieved XX% of sales target in first 6 months.
- Led a team of 10 Sales Representatives and achieved an average performance rating of 4.5/5 over 2 years.
- Successfully completed training programs on Sales Management, Negotiation Skills, and Presentation Skills.

## Certificates

### Certified Sales Professional (CSP)

Oct 2020

### Certified National Sales Manager (CNSM)

Mar 2019

## Memberships

National Association of Sales Professionals

American Association of Sales Executives