

HEAVENLEE MATSUNAGA

Regional Sales Manager

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1876 Winding Way, Stamford, CT 06902



PROFILE

I have over 5 years of experience as a regional sales manager. In this role, I was responsible for managing the sales team in my region and ensuring that we met our quarterly targets. I was also responsible for developing new business opportunities and maintaining relationships with existing clients. My experience has taught me how to effectively manage a sales team and how to increase profitability through effective market analysis and strategic planning.

LINKS

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

SKILLS

Communication

Presentation Skills

Negotiation Skills

Time Management

Organization

Customer Service

Sales

LANGUAGES

English

Hindi

EMPLOYMENT HISTORY

Regional Sales Manager at General Electric, CT

May 2022 - Present

- Exceeded quarterly sales goals by 15%.
- Grew regional market share by 2%.
- Launched new product in region and achieved 10% penetration within 6 months.
- Negotiated and secured key distribution agreements with major retailers in the region.
- Managed a team of 12 sales representatives across 4 states.

Senior Regional Sales Manager at Siemens, CT

Jul 2017 - Apr 2022

- Led a team of 12 regional sales managers and increased quarterly sales by 15%.
- Grew the market share in the Southeast region by 2%.
- Achieved 112% of annual quota.
- Designed and implemented a new training program for regional sales managers that led to a decrease in turnover by 25%.
- Won "Sales Manager of the Year" award from companywide peer vote.

EDUCATION

Bachelor of Science in Business Administration at Yale University, CT

Sep 2013 - May 2017

I have learned how to manage and lead a team, how to market and sell products, and how to financial manage a company.

CERTIFICATES

Certified Sales Professional (CSP)

Jan 2021

Certified Regional Sales Manager (CRSM)

Nov 2019

MEMBERSHIPS

American Management Association

The National Sales Management Association