

Blanch Sittman

Regional Sales Manager

Profile

I am a Regional Sales Manager with over 5 years of experience. I have been successful in managing and developing sales teams, as well as increasing revenue for my company. I have a proven track record of success in the industry, and I am confident that I can help your company reach its sales goals.

Employment History

Regional Sales Manager at Dell, NM

Apr 2022 - Present

- Achieved 100% of quarterly sales targets for the past 3 years.
- Grew market share in assigned territory by 10% last year.
- Consistently ranked as one of top performers in company (top 5-10%).
- Won “Salesperson of the Year” award 2 years in a row.
- Trained and developed 4 new Sales Representatives who are now top performers in their own territories.

Senior Regional Sales Manager at Apple, NM

Jul 2017 - Feb 2022

- Achieved \$2.5 million in sales within the first 6 months of employment.
- Exceeded quarterly sales targets by 15%.
- Successfully managed a team of 10 Regional Sales Managers and increased overall productivity by 20%.
- Created and implemented new strategies that resulted in a 25% increase in market share.
- Received “Sales Manager of the Year” award from company.

Certificates

Certified Sales Professional (CSP)

Jun 2021

Certified Regional Sales Manager (CRSM)

Oct 2019

Memberships

American Management Association

The National Sales Management Association

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📍 2501 San Pedro Dr NE,
Albuquerque, NM 87110

Education

Bachelor of Science in Business Administration at University of New Mexico

Aug 2012 - May 2017

I've learned how to manage and lead teams, as well as how to budget and forecast.

Links

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

Skills

Communication

Presentation Skills

Negotiation Skills

Time Management

Organization

Customer Service

Sales

Languages

English

German