


Luna Palinski

Sales Manager

I am a sales manager with over 5 years experience in the industry. I have successfully increased sales and profits for my company through effective leadership and management techniques. My skills include developing relationships with customers, motivating employees, negotiating contracts, and closing deals. I am also proficient in using various sales software programs to manage customer data and create reports.

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1265 Pine Street, Omaha, NE 
68108

Education

Bachelor of Science in Business Administration at University of Nebraska-Lincoln

Aug 2013 - May 2017

Through my studies in business administration, I have learned strong skills in communication, organization, and critical thinking.

Links

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

Skills

Communication



Organization



Time management



Motivation



Selling skills



Customer service



Product knowledge



Employment History

Sales Manager at Zurich American Insurance, NE

Mar 2022 - Present

- Achieved 125% of quarterly sales goals.
- Exceeded monthly new customer acquisition targets by 15%.
- Grew existing accounts by 20% through upselling and cross-selling initiatives.
- Negotiated contracts with 3 major clients, resulting in \$1M in annual revenue.
- Successfully launched a new product line that generated \$250K in first month sales.
- Trained and developed a team of 5 account executives, who went on to exceed their quotas by an average of 25%.

Senior Sales Manager at American National Insurance, NE

Sep 2017 - Feb 2022

- Achieved 125% of sales quota for the fiscal year.
- Grew the territory by 25% in two years.
- Increased market share in key regions by 10%.
- Won "Sales Manager of the Year" award.
- Trained and developed a successful team of sales professionals that consistently met or exceeded quotas.

Certificates

Certified Sales Professional (CSP)

Sep 2020

Certified Sales Manager (CSM)

Jul 2019

Memberships

American Management Association

National Association of Sales Professionals