

# Deniah Calixte

Sales Manager

## Profile

I am a sales manager with over five years of experience. I have successfully implemented sales strategies and managed teams of up to eight people. My skills include market analysis, product development, and team management. I have a proven track record in achieving targets and increasing revenue for my company. In my previous role, I increased our market share by 20% through effective marketing campaigns and new product development.

## Employment History

### Sales Manager at Aramark, LA

Mar 2022 - Present

- Exceeded quarterly sales targets by 15%.
- Grew market share in key territories by 3%.
- Launched new product line and achieved 30% penetration in first 6 months.
- Negotiated major contract with top client, worth \$5M in annual revenue.
- Led team of 10 sales professionals to achieve 110% of quota.
- Managed P&L for \$20M book of business.

### Sales Associate at Bridgestone Americas, Inc., LA

Sep 2017 - Feb 2022

- Exceeded quarterly sales goals by 10%.
- Consistently met daily/weekly quotas for calls, emails, and appointments set.
- Gathered important customer feedback and relayed to management which led to process improvements that increased close rate by 5%.
- Demonstrated expert product knowledge during trainings which resulted in an increase of 20% in team's average sale amount.
- Led the development of a new lead generation strategy that yielded a 15% higher conversion rate than previous methods used.

## Certificates

### Certified Sales Professional (CSP)

Oct 2020

### Certified Sales Manager (CSM)

Aug 2019

## Memberships

American Management Association

National Association of Sales Professionals

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## Education

### Bachelor of Science in Business Administration at Louisiana State University

Sep 2012 - May 2017

While studying for my Bachelor of Science in Business Administration, I have learned how to manage finances, create and interpret financial statements, understand and use accounting information, and make sound financial decisions.

## Links

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

## Skills

Communication

Organization

Time management

Motivation

Selling skills

Customer service

Product knowledge

## Languages

English

Urdu