

Tama Aliseo

Sales Manager

Profile

I am a Sales Manager with over 5 years of experience. I have successfully increased sales and developed new business opportunities through effective management and leadership. My proven ability to motivate employees, establish relationships with clients, and create an overall positive work environment has resulted in increased productivity and profitability for my employers.

Employment History

Sales Manager at Walmart, KY

May 2022 - Present

- Achieved sales goals for the team by X%.
- Led the development and implementation of a new sales strategy that increased profits by X%.
- Grew the team's customer base by X% through effective marketing and outreach efforts.
- Trained and mentored junior sales staff, resulting in an increase in their productivity by X%.
- Negotiated discounts with key suppliers, saving the company \$X per year.
- Developed relationships with high-value customers who brought in \$X worth of business each year.

Senior Sales Manager at Kroger, KY

Sep 2017 - Apr 2022

- Exceeded quarterly sales targets by 15%.
- Grew key accounts by 20% year-over-year.
- Developed and implemented a new territory plan that increased market share in the region by 5%.
- Launched a successful new product line that generated \$1M in revenue in the first 6 months.

Certificates

Certified Sales Professional (CSP)

Jul 2021

Certified Sales Manager (CSM)

May 2020

Memberships

American Management Association

National Association of Sales Professionals

✉ tama.aliseo@gmail.com

☎ (761) 867-2636

📍 1234 Elm Street, New York, NY 10001

Education

Bachelor of Science in Business Administration at University of Kentucky

Aug 2013 - May 2017

Some skills I've learned are: critical thinking, problem solving, data analysis, and effective communication.

Links

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

Skills

Communication

Organization

Time management

Motivation

Selling skills

Customer service

Product knowledge

Languages

English

Arabic