

Nekiyah Stupi

Sales Manager

Details

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Profile

I have over 5 years of experience as a Sales Manager, and I am confident in my ability to increase sales and grow teams. In my previous positions, I successfully increased sales by developing new strategies and improving processes. I also have experience managing large teams of salespeople, which has allowed me to hone my leadership skills. My combination of knowledge, experience, and skill makes me the perfect candidate for this position.

Employment History

Sales Manager at Sales Manager – Company 1, WI

Apr 2022 - Present

- Led a team of salespeople that generated \$15 million in revenue over the course of one year.
- Defined and implemented new strategies that increased close rate by 20%.
- Grew customer base by 30% through effective account management.
- Negotiated contracts with key clients that resulted in millions of dollars in savings.
- Exceeded quarterly quotas for four consecutive quarters.
- Trained and developed five junior sales representatives, three of whom were promoted to senior positions.

Senior Sales Manager at Sales Manager – Company 2, WI

Aug 2017 - Mar 2022

- Increased sales by 30% in the first year, and by 15% in the second year.
- Grew market share for key products by 5 percentage points.
- Led a team of 8 account managers and increased productivity by 20%.
- Negotiated price increases with 3 major customers that added \$1M to annual revenue.
- Consistently achieved quarterly targets set by upper management.
- Won Salesperson of the Year award in 2013.

Education

Bachelor of Science in Business Administration at University of Wisconsin-Madison

Sep 2013 - May 2017

I have learned excellent communication, teamwork, and problem-solving skills while studying Bachelor of Science in Business Administration.

Links

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