

# Stephen Greet

## Sales Manager

*Experienced sales manager with a focus on improving team performance through rigorous data analysis. Through 1-on-1 coaching and the introduction of new tools I've helped generate over \$1M in incremental sales.*

### WORK EXPERIENCE

#### Cornership

Sales Manager

New York | January 2018 - current

- Developed reporting infrastructure for sales KPIs resulting in a 22% improvement in customer conversion rate
- Increased qualified leads by 15% by building tools to identify prospective customers that were most likely to convert
- Managed the implementation and expansion of Salesforce which save over 25 hours of manual reporting time by sales staff each week

Sales Representative

New York, NY | February 2016 - January 2018

- Built out lead generation engine through LinkedIn and cold email resulting in 35% YoY increases in revenue
- Developed procedures for on-boarding new customers which resulted in a 15% improvement in product adoption rate
- Led a team of 2 sales representatives

#### Pella Windows

Sales Representative

New York, NY | April 2014 - February 2016

- Exceeded sales targets in 6/7 quarters by exhibiting compassion for the customer and their problems
- Regularly conducted face-to-face meetings with executives at medium size business to improve lead generation by 18%
- Achieved customer satisfaction ratings of 4.7/5 which beat target estimates by over 30% during tenure
- Attended industry conferences and generated interest in product totaling over \$450,000 in new revenue
- Worked closely with services team to meet customer expectations resulting in an annual retention rate of 89%, exceeding target goals

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[in](#) LinkedIn

### SKILLS

Enterprise software  
Business processes  
Detail oriented  
Multi-tasking  
Organized  
Bilingual (Spanish)  
Data analysis  
CRM (HubSpot)

### EDUCATION

**University of Pittsburgh**

Bachelor of Arts  
Marketing  
2010 - 2014  
Pittsburgh, PA