

Eola Siceloff

Sales Manager

Profile

A results-driven and enthusiastic sales manager with more than 4 years of experience in the industry. Proven ability to increase company revenue by successfully developing and implementing innovative sales strategies. Excellent leadership skills that motivate team members to achieve goals. Track record of consistently meeting or exceeding targets through effective territory management, account development, and key account retention/penetration practices. Strong communication skills that enable clear articulation of ideas and vision to diverse teams across all levels within an organization

Employment History

Sales Manager at ABC Sales L.L.C.

Mar 2022 - Present

- Increased sales by X% over previous year
- Achieved Y% growth in key markets
- Grew market share in key product categories
- Delivered superior customer service resulting in a NPS score of X
- Successfully launched new products/services accounting for XX% of total revenue

Sales Associate at Microsoft

Jul 2018 - Jan 2022

- Achieved/exceeded quarterly and annual sales targets
- Grew market share in key markets/segments
- Developed and executed successful Sales strategies resulting in increased revenue & profitability
- Managed a team of Sales professionals, ensuring quota attainment & positive employee morale

Certificates

Sales Management (SM)

Nov 2020

Certified Sales Manager (CSM)

May 2019

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📍 1002 Cedar Ridge Court, Annapolis, MD 21403

Education

Bachelor's Degree in Business at Santa Clara University, Santa Clara, CA

Sep 2014 - May 2018

I learned how to negotiate, manage a sales team, and forecast future sales.

Links

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

Skills

Lead generation

Prospecting

Pipeline management

Closing deals

Forecasting sales figures

Give product demonstrations

Languages

English

French