


Diamante Blake

Senior Sales Manager

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(123) 456-7890 

Seattle, WA 

[LinkedIn](#) 

Work Experience

Splitit – Senior Sales Manager

2018 - current

Seattle, WA

- Crafted and delivered presentations to land new customers, ***generating over \$1.4M in revenue***
- Implemented training to ensure effective workflow throughout the contract lifecycle, unifying sales support approaches and improving employee satisfaction rates by 43%
- Collaborated with 6+ departments, including marketing, to share information and boost sales
- Championed contract management and negotiation to increase overall sales by 3%

Green Street – Sales Manager

2014 - 2018

Seattle, WA

- Developed sales commission and incentive plans, ***increasing sales by 16%, employee retention by 47%, and customer service quality by 29%***
- Managed Salesforce to improve business relationships and increase profit by 23%
- Evaluated sales and marketing staff performance, ensuring all staff met 100% of targets
- Improved sales revenue by 16%, landing an average of 6 clients per year
- Expanded product, service, pricing, and education by attending 13+ sales conferences per year

BentoBox – Customer Support Specialist

2006 - 2014

Seattle, WA

- Provided information to customers within 1 minute regarding order status and general inquiries
- Processed 34+ daily customer orders and returns according to department policies
- Maintained precise case documentation to keep product and service records accurate, ***increasing case accessibility and efficiency by 18%***

Education

University of Washington – Bachelor of Arts, Business Administration

2002 - 2006

Seattle, WA

Skills

- Negotiation
- Leadership & Mentoring
- Identifying Sales Trends
- Salesforce
- Power BI
- HubSpot