**[Business Development Sales Team](https://www.postjobfree.com/resume/adzh74/business-development-lawrenceburg-tn)**

**Location:**Lawrenceburg, TN

**Posted:**September 06, 2023

**Contact Info:**

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**Resume:**

Lawrenceburg, TN 38464

+1 931 279 4186

Billywesson9@Gmail.com

Bold Profile

SUMMARY

Organized Sales Lead Manager

well-trained to handle issues with

poise. Offering over (five) years

working for organizations in the

[telecommunications and tech

Sales]. An enthusiastic

personality with skills in [fortune

500 sales] and great leadership

qualities.

•

Sharp and smart professional

given to developing successful

salespeople through Hardwork]

and building trust.A driver of

business initiatives. Looking for a

Sales Lead Manager position

where poise and a commitment

to excellence will be highly

valued.

•

Customer-oriented, strategic-

thinking sales management

professional successful in

cultivating partnerships, retaining

top accounts and growing profit

channels. Multi-tasking and

self-motivated leader with

expertise in expanding network

connections and persuasively

introducing products. Well-versed

in implementing pricing models,

managing vendor relations and

expanding territory.

•

Billy Wesson

EXPERIENCE

February 2022 - Current

Sales Lead Manager spectrum Columbia, TN

February 2016 - Current

Manager Burganking Lawrenceburg, TN

Responded to questions from customers after presenting key details about company's products and services.

•

• Worked jointly with team members to assist with closing of leads. Taught tried and true selling techniques and promoted cross-selling of additional offerings to sales team of [Number] people.

•

Tracked monthly sales to generate reports for business development planning.

•

Developed sales plans, goals, strategies and objectives to achieve team goals and revenue objectives.

•

Reduced process gaps by hiring, supervising and coaching employees on sales strategies and protocols, optimizing performance, growth and profitability.

•

Executed and created strategic sales plans to expand customer base and extend global reach.

•

Performed sales consultations and educated clients on products and services.

•

Established new accounts and serviced existing accounts maintaining professional relationships.

•

Created and maintained sales environment to support business objectives.

•

Maintained professional network of potential clients and business opportunities.

•

Developed and implemented new sales strategies to update product lines.

•

Tracked and analyzed key quantitative metrics and business trends relating to clients and partners.

•

• Prepared sales production reports for senior management.

• Analyzed business and sales targets using critical problem-solving skills.

• Attended trade shows for in-person engagement and network building. Researched and communicated competitive activity to influence marketing plans and sales tactics.

•

Delivered sales presentations focused on offerings and unique advantages over competitors.

•

Developed successful strategies and goals to penetrate new territories by assessing competitor offerings and approaches.

•

Analyzed competitors' successes and failures, evaluating impact on market.

•

Prospected for new business using databases and other strategies to generate sales.

•

Achieved company growth and brand development through market expansion and sales.

•

• Monitored staff performance and addressed issues. Responsible and motivated

student ready to apply education

in the workplace. Offers excellent

technical abilities with software

and applications, ability to handle

challenging work, and excellent

time management skills.

•

Committed job seeker with a

history of meeting company

needs with consistent and

organized practices. Skilled in

working under pressure and

adapting to new situations and

challenges to best enhance the

organizational brand.

•

SKILLS

• Sales Strategies

• Sales Team Management

• Internet Sales

• Sales Team Oversight

• Customer Follow-Up

Verbal and Written

Communication

•

• Lead Generation

• Marketing Strategies

• Cold Calling

• KPI Analysis

• Strategic Planning

• Territory Sales Management

• Market Research

• KPI Tracking

• Account Management

• Business Planning

• Revenue Forecasting

• Strategic Account Development

• Sales Reporting

• Sales Tracking

• Proposal Development

• Sales Team Training

• Profitability Optimization

• Order Management

• Staff Management

• Performance Management

• Sales Planning

• Pipeline Management

• National Account Management

• Solution Selling

• New Business Development

• Market Intelligence

• Financial Records Analysis

• Territory Management

• Sales Process Engineering

• Sales Territory Growth

August 2010 - December 2022

Sort Manager FedEx Ethridge, TN

Enforced customer service standards and resolved customer problems to uphold quality service.

•

Trained employees on additional job positions to maintain coverage of roles.

•

• Recruited and hired qualified candidates to fill open positions. Assigned tasks to associates to fit skill levels and maximize team performance.

•

Completed thorough opening, closing and shift change functions to maintain operational standards each day.

•

Exercised good judgment and decision-making in escalating concerns and resolving issues.

•

Enhanced team member performance through use of strategic and tactical approaches, motivational coaching and training.

•

Led team meetings and one-on-one coaching sessions to continuously improve performance.

•

• Entered time and attendance logs in preparation for payroll. Leveraged leadership skills to identify deficiencies and opportunities to improve policies, procedures and controls.

•

Conducted quality, timely performance feedback and performance appraisals.

•

Communicated company directives and programs to associates and ensured all follow-up items were completed accurately and timely.

•

• Maintained adequate staffing to meet objectives within budget. Minimized staff turnover through appropriate selection, orientation and training.

•

• Created training modules and documentation to train staff. Developed and implemented appropriate plans to resolve unfavorable trends and enhance sales.

•

Determined marketing strategies by reviewing operating and financial statements and departmental sales records.

•

Accomplished financial objectives by forecasting requirements, scheduling expenditures and preparing annual budgets.

•

• Operated and maintained vacuum sealers and pallet jacks. Planned equipment, material and manpower requirements to execute job orders.

•

Managed day-to-day logistics operations, monitoring incoming deliveries and overseeing [Task].

•

• Prepared inventory for shipment by attaching tags and labels. Coordinated and monitored inbound and outgoing deliveries, keeping abreast of delays and other issues.

•

Tracked orders using functional systems and coordinated with warehouse workers to ensure proper storage and distribution of products.

•

Implemented on-the-job training activities to cross-train employees on various tasks.

•

• Identified opportunities to reduce cost and improve productivity. Consistently met company and department objectives within budget and time constraints.

•

• Handled departmental scheduling to maintain proper staffing for shifts.

• Created and enforced policies and procedures for entire logistics team. Directed investigations to verify and resolve customer or shipper complaints.

•

• Sales Engagement Techniques

Product and Service

Management

•

Consultative and Relationship

Selling

•

• Sales Expertise

• Goal Setting

• Sales Presentations

Rapport and Relationship

Building

•

• Database Management

Market Research, Forecasting,

and Analysis

•

• Risk Mitigation

• Team Oversight

• Social Media Savvy

• Analytical Problem Solver

• Market and Competitive Analysis

• Sales Strategy Development

• Salesforce

• Sales Operations

• Sales and Market Development

• Product and Service Sales

• Marketing Strategy

• Direct Sales

Fortune 500 Company Sales

Background

•

• Key Account Management

• Continuous Improvements

• Product Knowledge

• Service-Driven Sales

• Recruiting and Hiring

• Sales Process

• Relationship Building

• Consultative Sales

• Operations

• Exceeds Sales Goals

• Superb Time Management

Multidisciplinary Team

Leadership

•

September 2019 - May 2021

Sales Associate Frito Lay Pulaski, TN

Restructured warehouse picking locations and reserved slots to achieve maximum employee productivity.

•

Implemented and planned warehouse safety and security programs and activities.

•

Examined invoices and shipping manifests for conformity to tariff and customs regulations.

•

Analyzed various aspects of corporate logistics to determine most cost-effective or efficient means of transporting products.

•

Developed and documented standard and emergency operating procedures for receiving and shipping products or materials.

•

Monitored product import or export processes to verify compliance with regulatory or legal requirements.

•

Negotiated with carriers and warehouse operators for services and preferential rates.

•

Implemented bar coding system to identify location and quantities of requested items.

•

Established transportation cost standards and economical shipping practices.

•

Established or monitored specific supply chain-based performance measurement systems.

•

Planned and implemented energy-saving changes to transportation services by optimizing capabilities.

•

Examined expenditures to develop plans and budgets for increasing profits or improving services.

•

Helped customers find specific products, answered questions and offered product advice.

•

Engaged customers in friendly, professional dialogue to determine needs.

•

Answered incoming telephone calls to provide store, products and services information.

•

• Worked with fellow sales team members to achieve group targets.

• Collected payments and provided accurate change. Completed daily recovery tasks to keep areas clean and neat for maximum productivity.

•

Developed trusting relationships with customers by making personal connections.

•

Answered product questions with up-to-date knowledge of sales and promotions.

•

Arranged new merchandise with signage and appealing displays to encourage customer sales and move overstock items.

•

Built and maintained relationships with peers and upper management to drive team success.

•

Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices.

•

Sold various products by explaining unique features and educating customers on proper application or usage.

•

Received and displayed product shipments on store retail shelves upon delivery.

•

Used technology resources to assist customers in locating and selecting items.

•

Trained new team members in cash register operation, stock procedures and customer services.

•

July 2015 - November 2018

Sales Associate Farmers Home Furniture Lawrenceburg, TN Tracked company inventories, moved excess stock and arranged products to improve sales.

•

• Adhered to company initiatives and achieved established goals. Reviewed files, recordings and other documents to obtain information to respond to requests.

•

• Increased purchase amounts by cross-selling with similar products. Obtained signatures for financial documents and internal and external invoices.

•

Helped customers find specific products, answered questions and offered product advice.

•

Engaged customers in friendly, professional dialogue to determine needs.

•

Answered incoming telephone calls to provide store, products and services information.

•

Answered product questions with up-to-date knowledge of sales and promotions.

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• Worked with fellow sales team members to achieve group targets.

• Collected payments and provided accurate change. Developed trusting relationships with customers by making personal connections.

•

Arranged new merchandise with signage and appealing displays to encourage customer sales and move overstock items.

•

Built and maintained relationships with peers and upper management to drive team success.

•

Assessed customer needs to provide assistance and information on product features.

•

Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices.

•

Sold various products by explaining unique features and educating customers on proper application or usage.

•

Received and displayed product shipments on store retail shelves upon delivery.

•

Used technology resources to assist customers in locating and selecting items.

•

Trained new team members in cash register operation, stock procedures and customer services.

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Tracked company inventories, moved excess stock and arranged products to improve sales.

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• Adhered to company initiatives and achieved established goals.

• Increased purchase amounts by cross-selling with similar products. Reviewed files, recordings and other documents to obtain information to respond to requests.

•

Obtained signatures for financial documents and internal and external invoices.

•

EDUCATION AND TRAINING

May 2020

Associate of Business Administration

TTC of Applied Tech, Hohenwald, TN

March 2018

Associate of Science Electrical, Electronics And Communications Engineering

University of Alabama At Huntsville, Huntsville, AL

• Billy Tanner wesson

• Recipient GPA 3:7

• Ranked in Top [3%]% of class

• Magna cum laude graduate