Remy Bertrand

Dynamic sales manager with more than X years of experience in sales and team management. Strong business development, negotiation and key account management skills. Proven ability to achieve sales targets and significantly increase revenue. Results oriented, motivated and focused on customer satisfaction.

**Professional experience**

**Sales Manager, Company ABC, City, Country**

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| **Personal information** |
| **Address**  15, boulevard Amiral Courbet  69600 OULLINS  **Phone number**  0485435365  **Email**  JosephFavrea@gmail.com |
| **Skills** |
| * Gestion des ventes * Développement des affaires * Négociation commerciale * Gestion de comptes clés * Leadership et gestion d'équipe * Service client * Analyse de marché * Prévisions de vente |
| **LANGUAGES** |
| * Spanish – C2 * Chinese – A1 |
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January 20XX - Present

* Lead a team of X sales representatives and oversee their daily activities.
* Develop and implement sales strategies to meet and exceed monthly and annual sales targets.
* Build strong relationships with existing customers and key accounts, providing high quality customer service and identifying new business opportunities.
* Negotiate contracts and agreements with customers, ensuring that profit margins are maximized.

**Sales Representative, XYZ Company, City, Country**

January 20XX - December 20XX

* Manage a portfolio of clients and develop new business relationships.
* Present products and services to potential customers, highlighting key benefits and features.
* Negotiate terms of sale and conclude contracts successfully.
* Collaborate with internal teams to ensure customer satisfaction and resolve any issues.
* Achieve and exceed assigned sales targets.

**Education**

**Master’s in human resources management,** University of Paris, Paris, France

Year obtained: 20XX

**Degree in Marketing and Communication,** Lyon 2 University, Lyon, France

Year of obtaining: 20XX