

KEVIN KOH

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AWARD-WINNING SALES MANAGER

- **Top-ranked sales manager with a four-year history of exceptional sales.** Recognized for contributions to record-setting sales figures, territory expansion and new account development.
- **Proven ability to lead sales teams to achieve multimillion-dollar gains in revenue.** Offer an in-depth understanding of the sales cycle process and an ability to remain focused on customer satisfaction throughout all stages.

EXPERTISE

- Closing Strategies
- Territory Management
- New Account Development
- Relationship Building
- Presentations & Proposals
- Sales Training
- Lead Qualification
- Sales Team Supervision

PROFESSIONAL EXPERIENCE

ALPHATECH – Newville, WA

Sales Manager, 1/2011 to Present

Recruited to lead startup of Northeast sales region and manage a 12-member team within \$8.3 million, 12-state territory. Grow market share by increasing gasket product-line sales to warehouse distributors and retail stores.

Results:

- Increased territory sales from less than \$4 million to \$8 million within two years, exceeding quota by 11% in 2012 and 14% in 2011.
- Ranked as top performing sales manager (out of 12) in 2012 and 2011.
- Fostered a solid, sustainable network of buyers across the east coast, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage.
- Introduced new gasket lines into the market, often closing sales of newly released products.
- Demonstrated an exceptional knack for customer service, adding new customers while maintaining premium service levels with existing accounts.

SALETOWN – Newville, WA

Sales Manager, February 2009 to January 2011

Sales Associate, June 2008 to February 2009

Managed daily operations of automotive service department generating \$12.4 million annually. Provided floor sales leadership and supervised seven associates. Quickly promoted from initial sales associate position.

Results:

- Surpassed sales goals by 20% in 2010 and 16% in 2009.
- Recognized for exceptional performance as a two-time district “Employee of the Month” honoree.
- Increased sales of company-owned paint sealants by 25%, selling \$240K in sealant products in 2010.

EDUCATION

Edu-Tech University – Newville, WA

Bachelor of Science in Business Management, June 2009