

SARAH TAOUI
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SALES MANAGER

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

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

H&M – Lyon, FRANCE

Sales Manager, 1/2010 to Present

Recruited to lead startup of Southwest sales region and manage a 20-member team within €5.4 million, 12-department territory. Grow market share by increasing product-line sales to warehouse distributors and retail stores.

Results:

- Increased department sales from less than €2 million to €5.4 million within two years, exceeding quota by 12% in 2011 and 15% in 2010.
- Ranked as #1 sales manager (out of 20) in 2011 and 2010.
- Fostered a robust, sustainable network of buyers from Paris to Marseille, 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 sight-unseen sales of newly released products.
- Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts.

IKEA – Lyon, FRANCE

Sales Manager => 2/2008 to 1/2010

Sales Associate => 6/2007 to 2/2008

Managed daily operations of automotive service department generating €3.5 million annually. Provided floor sales leadership and supervised seven associates. Rapidly promoted from initial sales associate position.

Results:

- Surpassed sales goals by 19% in 2009 and 14% in 2008.
 - Recognized for superior performance as a two-time district “Employee of the Month” honoree.
 - Increased sales of company-owned paint sealants by 24%, selling €24 millions in sealant products in 2009.
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EDUCATION

Lyon University – Lyon, FRANCE

Bachelor of Science in Business Management, 5/2009