

Personal

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Accomplished, hands-on and focused sales manager with a BSGB degree and 10+ years experience in banking and finance sales and 5 years in management. Managing 300+ vendor accounts with a transactional value of \$200-million+ yearly. Controlling an annual department sales budget of \$80K. Leading a success-orientated team of 8 sales agents and 4 sales support staff. Implemented in-house productivity-linked bonus systems that have increased team productivity by 27%, sales by 19% and reduced staff turnover by 92%.

Work experience

Sales Manager Nov 2016 - Present
Visa Inc., Austin

- Identifying new strategic partners and developing relationships in new and existing markets
- Managing and maintaining existing portfolio of partnerships and focusing on quality growth
- Working cross-functionally with community partners to understand needs of each market
- Supporting key strategies within territory by providing insights and recommendations
- Collaborating with area director on area strategy and per market
- Leading market planning conversations with cross-functional partners
- Supporting vendor pipeline in new markets
- Tracking sales to report on business trends
- Compiling quarterly and yearly sales plan
- Managing brand integrity, and pricing and contract policies and procedures
- Providing training and buying and sell-through strategies to elevate partnerships
- Strategically planning and managing territory sales budgets
- Being and holding others accountable for responsibilities and behaviours towards others
- Creating an internal and external culture of diversity, equity, and empowerment
- Staff leadership, motivation, training and mentoring

Skills

New business development	● ● ● ● ●
Sales strategy	● ● ● ● ●
Sales targets	● ● ● ● ●
Territory management	● ● ● ● ●
Budget planning	● ● ● ● ●
Budget control	● ● ● ● ●
Leadership	● ● ● ● ●

Education and Qualifications

Bachelor of Science in General Business Sep 2008 - Jul 2012
University of North Texas, Denton

Courses & Certifications

Banking & Finance Certificate 2019 - 2020
Rawls College of Business

AML Compliance 2018 - 2018
New York Institute of Finance

References

References available on request.