

# Delynn Beckstrom

District Sales  
Manager

---

## Details

[delynn.beckstrom@gmail.com](mailto:delynn.beckstrom@gmail.com)

(553) 037-5458

123 Aloha Street, Honolulu, HI 96815

---

## Profile

Results-driven District Sales Manager with 5 years of experience successfully leading sales teams and driving revenue growth across multiple territories. Proven track record of developing and implementing strategic sales plans, fostering strong customer relationships, and mentoring high-performing sales representatives. Adept at analyzing sales data, identifying market trends, and optimizing sales operations to maximize profitability and customer satisfaction. Committed to fostering a collaborative and goal-oriented team environment to consistently achieve and surpass sales targets.

---

## Employment History

### District Sales Manager at Hawaii Pacific Health, HI

Feb 2023 - Present

- Achieved a 25% increase in annual sales revenue by implementing effective sales strategies and building strong relationships with clients, resulting in \$5 million additional income for Hawaii Pacific Health.
- Expanded the client base by 30% within two years, leading to the acquisition of 20 new major accounts and generating an additional \$3 million in revenue for the company.
- Successfully led a team of 15 sales representatives, increasing overall performance by 20% through ongoing training, coaching, and performance evaluations.
- Reduced customer attrition rate by 10% through the implementation of targeted retention initiatives and improved communication strategies, leading to higher customer satisfaction and loyalty.

### Assistant District Sales Manager at Servco Pacific Inc., HI

Jul 2018 - Jan 2023

- Achieved a 15% increase in overall sales revenue within the first year by implementing strategic sales plans, optimizing team performance, and building strong customer relationships.
  - Exceeded annual sales targets by 10% for two consecutive years, resulting in a total revenue growth of \$2 million for the district.
  - Successfully managed and mentored a team of 20 sales representatives, leading to a 30% reduction in employee turnover and an improvement in overall team productivity by 25%.
- 

## Education

### Bachelor of Business Administration in Sales and Marketing at University of Hawaii at Manoa, Honolulu, HI

Sep 2013 - May 2018