

Eleanore Piergiovanni

Field Sales Manager

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📍 1234 Sunshine Blvd, San Francisco, CA 94110

Education

Bachelor of Business Administration in Sales and Marketing at University of Southern California, Los Angeles, CA

Sep 2014 - May 2018

Relevant Coursework: Marketing Strategy, Consumer Behavior, Market Research, Sales Management, Digital Marketing, Advertising and Promotion, Brand Management, Retail Management, and International Marketing.

Links

[linkedin.com/in/eleanorepiergiovanni](https://www.linkedin.com/in/eleanorepiergiovanni)

Skills

Salesforce proficiency

CRM mastery

Lead generation

Pipeline management

Negotiation expertise

Presentation skills

Market analysis

Languages

English

French

Profile

Results-oriented Field Sales Manager with 5 years of experience in nurturing client relationships, developing sales strategies, and leading high-performing teams. Adept at identifying and capitalizing on market trends, driving territory growth, and increasing revenue. Demonstrated ability to manage multiple accounts and foster strong customer relationships. Proven track record of consistently exceeding sales targets and contributing to company growth. Seeking opportunities to leverage sales expertise and leadership skills to drive business success.

Employment History

Field Sales Manager at Salesforce, CA

Feb 2023 - Present

- Achieved 120% of annual sales target by closing deals worth \$3.5 million in revenue for Salesforce, CA in the 2019 fiscal year.
- Expanded the customer base by 35% in the assigned territory, acquiring 50 new enterprise clients within a span of 12 months.
- Successfully led and developed a team of 8 sales representatives, resulting in a 40% increase in overall team productivity and a 25% reduction in employee turnover.
- Implemented innovative sales strategies and training programs that increased the average deal size by 15% and decreased the sales cycle duration by 20%.

Assistant Field Sales Manager at Oracle, CA

Sep 2018 - Jan 2023

- Achieved 120% of annual sales target in 2019, generating over \$3.5 million in revenue by effectively managing a team of 8 field sales representatives and strategically targeting high-potential accounts in the California region.
- Successfully expanded the client base by 25% within a two-year period, acquiring 50 new enterprise customers through the implementation of innovative sales strategies, effective lead generation, and strong relationship-building skills.
- Spearheaded the development and execution of a comprehensive training program for new sales representatives, resulting in a 30% reduction in onboarding time and a 15% increase in productivity within the first three months.
- Implemented a data-driven sales approach utilizing Oracle's CRM platform, leading to a 20% improvement in forecasting accuracy and enabling the team to better allocate resources and prioritize high-value opportunities.

Certificates

Certified Sales Leadership Professional (CSLP)

Sep 2021

Certified Professional Sales Person (CPSP)

Mar 2020