

# Allana Tator

Sales Leader

## Profile

Sales Leader with 5 years of experience driving revenue growth, exceeding targets, and cultivating strong client relationships. Adept at developing high-performing teams, implementing effective sales strategies, and leveraging data-driven insights to optimize processes. Proven track record of consistently achieving exceptional results in competitive markets. Seeking to contribute expertise and leadership skills to a forward-thinking organization.

## Employment History

### Sales Director at Nevada Sales Leaders Inc., NV

Mar 2023 - Present

- Successfully increased annual sales revenue by 40% (\$1.2 million) within the first year of tenure, through the development and implementation of innovative sales strategies and team-building initiatives at Nevada Sales Leaders Inc., NV.
- Exceeded quarterly sales targets consistently for two consecutive years, averaging a 15% increase in sales each quarter, by identifying new market opportunities and implementing targeted marketing campaigns to drive customer acquisition and retention.
- Led and developed a high-performing sales team of 25 members, resulting in a 25% increase in overall productivity and a 20% reduction in employee turnover, contributing to the company's growth and success in the Nevada market.

### Sales Manager at NV Sales Masters LLC, NV

Jul 2018 - Feb 2023

- Achieved 120% of annual sales targets in 2019, generating over \$2.5 million in revenue for NV Sales Masters LLC through strategic planning and effective management of the sales team.
- Expanded client base by 35% within one year by implementing targeted lead generation campaigns, resulting in a significant increase in market share for NV Sales Masters LLC in the Nevada region.
- Successfully negotiated and closed a \$500,000 deal with a major client, contributing to a 15% overall growth in company revenue for the fiscal year 2019.
- Implemented a comprehensive sales training program for new hires, reducing onboarding time by 25% and increasing overall team productivity by 20%.

## Certificates

### Certified Sales Leadership Professional (CSLP)

Sep 2021

✉ [allana.tator@gmail.com](mailto:allana.tator@gmail.com)

☎ (174) 006-6680

📍 1234 Silver Lane, Las Vegas, NV 89101

## Education

### Bachelor of Business Administration in Sales and Marketing at University of Nevada, Las Vegas

Aug 2014 - May 2018

Relevant Coursework: Marketing Strategy, Consumer Behavior, Sales Management, Market Research, Digital Marketing, Advertising, Brand Management, and Business Communication.

## Links

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

## Skills

Salesforce proficiency

Cold-calling mastery

Pipeline management

HubSpot expertise

Negotiation tactics

Zoho CRM knowledge

Presentation skills

## Languages

English

German