

Marjeanne
Diantonio

Sales Operations
Manager

Profile

Employment History

Education

Details

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Results-driven Sales Operations Manager with 5 years of experience adept at optimizing sales processes, implementing innovative strategies, and driving overall business growth. Proficient in data analysis, pipeline management, and sales forecasting. Demonstrated ability to lead cross-functional teams, improve customer satisfaction, and exceed revenue targets. Strong background in CRM systems and sales analytics, with a proven track record of enhancing operational efficiency and maximizing sales performance.

Sales Operations Manager at Salesforce, TX

Mar 2023 - Present

- Increased annual revenue by 25% (\$2 million) in 2019 by implementing efficient sales processes and strategies, leading to improved sales team productivity and higher client conversion rates.
- Streamlined sales pipeline management, resulting in a 15% reduction in sales cycle time and a 10% increase in the number of closed deals per quarter.
- Developed and implemented a comprehensive sales training program that increased overall sales team performance by 20%, contributing to a 30% increase in the company's market share in Texas.

Sales Operations Analyst at Oracle, TX

Jul 2018 - Jan 2023

- Achieved a 25% increase in sales revenue within the first year by streamlining sales processes, implementing new CRM tools, and providing data-driven insights to the sales team.
- Successfully reduced sales cycle time by 15% through the development and implementation of a comprehensive training program for new hires, resulting in faster onboarding and increased productivity.
- Identified and resolved a critical bottleneck in the sales pipeline, leading to a 30% improvement in lead conversion rate and contributing significantly to overall company growth.

Bachelor of Business Administration in Sales and Marketing
Management at Texas A&M University, College Station, TX

Aug 2014 - May 2018

Relevant Coursework: Marketing Strategies, Sales Techniques, Consumer Behavior, Market Research, Digital Marketing, Advertising, Brand Management, Public Relations, and Business Analytics.