

Nikhila Bynoe

Sales Team Leader

Profile

Results-driven Sales Team Leader with 2 years of experience in managing and motivating high-performing sales teams. Demonstrates exceptional leadership skills, strong communication abilities, and a keen focus on achieving sales targets. Adept at implementing strategic sales plans, analyzing market trends, and fostering long-term client relationships to drive business growth and success.

Employment History

Sales Team Leader at New Mexico Sales Solutions, NM

Mar 2023 - Present

- Led the sales team to achieve a record-breaking 35% increase in annual revenue in 2020, surpassing the previous year's revenue by over \$2 million.
- Implemented a new sales training program that resulted in a 25% improvement in closing rates and a 15% increase in average deal size, contributing to the overall growth of the company.
- Successfully managed and mentored a team of 10 sales representatives, with 4 team members receiving promotions to senior positions within the organization due to their outstanding performance.
- Secured three major long-term contracts with key clients, generating over \$5 million in additional revenue for New Mexico Sales Solutions and solidifying the company's presence in the market.

Assistant Sales Team Leader at Southwest Sales Leadership, NM

Aug 2021 - Feb 2023

- Successfully led a team of 10 sales representatives to achieve a 25% increase in overall sales revenue in the Southwest region within one year, surpassing the company's annual target by 10%.
- Implemented a comprehensive training program for new hires, which resulted in a 30% reduction in onboarding time and a 15% improvement in first-month sales performance for new team members.
- Developed and executed a strategic plan to target high-potential clients, leading to the acquisition of 20 new major accounts within six months, and increasing the company's market share in key segments by 18%.
- Streamlined the sales team's communication and reporting processes, reducing administrative workload by 40% and allowing team members to focus more on customer engagement and relationship building, ultimately contributing to a 12% increase in customer satisfaction ratings.

Certificates

Certified Professional Sales Person (CPSP)

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📍 123 Adobe Lane, Albuquerque, NM 87112

Education

Bachelor of Business Administration in Sales and Marketing at University of New Mexico, Albuquerque, NM

Sep 2017 - May 2021

Relevant Coursework: Marketing Strategies, Sales Management, Consumer Behavior, Market Research, Digital Marketing, Advertising & Promotions, Product Development, and Brand Management.

Links

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

Skills

Salesforce proficiency

Zoom expertise

Slack communication

HubSpot mastery

Trello management

LinkedIn networking

Google Analytics

Languages

English

Italian