Mozelle Tuten

Sales Trainer

Results-driven Sales Trainer with 2 years of experience in designing and delivering high-impact training programs that drive significant sales growth. Expert in identifying and addressing team performance gaps, enhancing sales skills, and leveraging coaching techniques to maximize team success. Demonstrated ability to improve sales team performance, contribute to business growth, and establish strong relationships with clients. Committed to fostering a productive and competitive sales environment that fosters continuous improvement and surpasses revenue targets.

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Education

Bachelor of Business Administration in Sales and Marketing at University of Alabama, Tuscaloosa, AL

Sep 2017 - May 2021

Relevant Coursework: Marketing Principles, Sales Management, Consumer Behavior, Market Research, Advertising and Promotion, Digital Marketing, Business Communications, and Strategic Brand Management.

Links

linkedin.com/in/mozelletuten

Skills

- Persuasion
- Negotiation
- CRM Mastery (e.g., Salesforce)
- Active Listening
- Presentation
- Objection Handling
- Rapport Building

Employment History

Sales Training Manager at Sandler Training Alabama, AL

Mar 2023 - Present

- Successfully increased overall sales revenue by 35% within the first year of implementing new training programs, resulting in an additional $1.2 million in sales for Sandler Training Alabama.
- Developed and implemented a comprehensive sales training program that led to a 25% increase in average deal size, from $8,000 to $10,000 per sale, within 18 months.
- Boosted sales team performance by 20%, with 80% of sales representatives consistently achieving or exceeding their sales targets after completing the customized training program.

Sales Trainer at SalesGravy, AL

Sep 2021 - Feb 2023

- Increased sales revenue by 45% within the first year of implementing a new training program, resulting in an additional $1.2 million in annual revenue for SalesGravy, AL.
- Improved the average close rate for the sales team by 30%, leading to a boost in overall performance and contributing to a 20% increase in customer retention rates.
- Developed and launched a comprehensive sales training program that reduced onboarding time for new hires by 50%, enabling them to become productive members of the team twice as quickly.
- Implemented a successful coaching and mentoring program that led to a 25% increase in sales team member promotions and career advancements within SalesGravy, AL.

Certificates

Certified Professional Sales Trainer (CPST)

Oct 2021

Certified Inside Sales Professional (CISP)

Nov 2019

Memberships

Association for Talent Development (ATD)