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| **Peter Dumas**  Sales Manager  987-456-1003  peterdumas@email.com  https://linkedin.com/in/peterdumas | | |  |
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| Dynamic and detail-oriented Sales Manager with over 5 years of experience in business development and sales operation management. Aiming to leverage expertise in customer relations and sales analytics to successfully fill the Sales Manager role at OptimumByte Technologies. Increased sales volume by 25% in 2 years as Sales Manager at ApexQuest Dynamics by developing a new marketing plan. | | | | | |
|  | **Experience** |  | | | |
| **Sales Manager**  *ApexQuest Dynamics, Springdale, AR*  June 2017–June 2024   * Developed comprehensive sales strategies and prepared detailed presentations that increased new customer acquisition by 30% in two years. * Utilized rigorous analytics processes to identify market trends and opportunities for growth. * Monitored customer satisfaction levels, evaluated feedback, and coordinated with product development teams for impactful product improvements. * Managed day-to-day operations of the team, including performance reviews, team meetings, coaching sessions, and recruitment activities.   **Key Achievement:**   * Successfully reduced budget costs by 20% while maintaining a consistently high standard of quality products and services.   **Sales Representative**  *StellarShift Innovations, Springdale, AR*  April 2015–May 2017   * Created successful product launches, resulting in an increase of new customers by 35% within a year. * Developed customer satisfaction plans that improved client retention rate by 10% within four months. * Established strong relationships with key partners across the region to identify new opportunities for expansion. * Provided technical support during the client onboarding process. | | | | | |
|  | **Education** |  | | | |
| **Bachelor of Science Degree in Business Administration**  University of Arkansas at Fayetteville, Fayetteville, Arkansas  July 2013–May 2015 | | | | | |
|  | **Skills** |  | | |  |
| * Customer Relationship Management (CRM). * Sales Analytics. * Budget Planning & Forecasting. * Lead Generation & Qualifying * Digital Marketing & Social Selling | | | | | |

|  | **Interests** |
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| * Running marathons, having participated in two half marathons. * Creating digital drawings and content for a personal website and blog. * Traveling to different countries and exploring nature. | | |