

# Lovell Karadsheh

Sales Manager

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☎ (343) 219-2380

📍 Rochester, NH

## EDUCATION

### Associate of Arts in Business Administration at Nashua Community College

Nov 2018 - May 2023

Relevant Coursework: Principles of Management, Financial Accounting, Business Law, Microeconomics, Marketing Fundamentals, and Business Communication.

## LINKS

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

## SKILLS

CRM Systems

Negotiation

Forecasting

Leadership

Communication

## LANGUAGES

English

Indonesian

## HOBBIES

Photography

Cooking

Cycling

## PROFILE

Dynamic Sales Manager with 2 years of experience, driven by motivation and a thirst for knowledge. Proven ability to boost revenue and foster client relationships. Eager to embrace challenges and learn new strategies to enhance team performance and achieve outstanding results.

## EMPLOYMENT HISTORY

### ● Sales Supervisor at Salesforce, NH

Jun 2025 - Present

- Spearheaded a cross-functional team project, leading to a 17% increase in quarterly sales by integrating innovative CRM strategies and personalized customer outreach.
- Mentored and coached 12 junior sales associates, resulting in a 35% improvement in their individual performance metrics within six months.
- Analyzed market trends and competitor activities, implementing data-driven tactics that boosted client retention rates by 22%.
- Designed and executed an advanced training program focusing on negotiation skills, elevating team closing rates by over 28% year-on-year.

### ● Sales Representative at Oracle, NH

May 2023 - May 2025

- Spearheaded a cross-functional team initiative that increased regional sales by 23% over eight months, fostering collaboration and innovative strategies.
- Analyzed client feedback to refine sales tactics, resulting in a 17% improvement in customer satisfaction scores and repeat business.
- Developed and implemented a new training program for junior reps, reducing onboarding time by two weeks while boosting team productivity by 12%.
- Negotiated complex contracts with Fortune 500 clients, achieving an average deal size increase of 15%, showcasing adaptability and strategic thinking.
- Utilized data-driven insights to identify emerging market trends, leading to the successful launch of three new product lines within one fiscal year.

## CERTIFICATES

### Certified Professional Sales Leader (CPSL)

Feb 2024

### Strategic Account Management Association (SAMA) Certification

Sep 2022

## MEMBERSHIPS

Sales Management Association

American Marketing Association