(312) 555-7890

sarah.johnson@email.com

Chicago, IL

linkedin.com/in/sarahjohnson

EDUCATION

Bachelor of Arts in Education

University of Illinois at Chicago, IL

2012 - 2016

Certifications

- Salesforce Sales Cloud Consultant Certification (Expected: December 2024)
- Certified Professional Salesperson (CPS) (2023)

SKILLS

- Sales Skills: Lead generation, market research, client communication, CRM software (Salesforce).
- Teaching Skills: Curriculum development, classroom management, data analysis, lesson planning.
- Other Skills: Public speaking, team leadership, project management, Microsoft Office Suite.

SARAH JOHNSON

ASSISTANT SALES MANAGER

PROFESSIONAL SUMMARY

Dynamic educator with 8+ years of experience in teaching and curriculum development, seeking to leverage strong communication, leadership, and analytical skills in a sales role at Salesforce. Passionate about helping others succeed and driving business growth.

EXPERIENCE

- August 2016 - Now

Fifth Grade Teacher

Chicago Public School / Chicago, IL

- Develop and deliver engaging curriculum to a diverse classroom of 25+ students, achieving a 15% increase in state test scores.
- Utilize data-driven methods to identify areas for student improvement, tailoring lessons to individual needs and enhancing student performance.
- Lead school-wide initiatives to improve parent-teacher communication, resulting in a 20% increase in parent engagement.
- Manage classroom budgets, including negotiating with vendors to secure resources and supplies at a reduced cost.

- June 2023 - August 2023

Sales Intern

Acme Corporation / Chicago, IL

- Assisted the sales team in researching and identifying potential clients, contributing to a 10% increase in sales leads.
- Conducted market analysis to understand customer needs and preferences, which informs the development of targeted sales strategies.
- Participated in sales calls and presentations, gaining firsthand experience in client communication and relationship building.

PROFESSIONAL DEVELOPMENT

- April 2023 - May 2023 / Chicago Business Academy, Chicago, IL

Completed “Introduction to Sales Techniques” Workshop