



# Dale Morgan

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LinkedIn | Portfolio

**Regional sales manager with expertise in market expansion and revenue growth**

Accomplished sales leader with **nine years of experience** in **multi-location sales operations, revenue forecasting, and team development.**

## Professional Experience

August 2018 - Present

**Regional Sales Manager** *Southwest Business Solutions, Houston, TX*

- Increased **regional sales revenue by 40%** within three years
- Expanded the **client base by 25%**, adding **high-value corporate accounts**
- Managed and trained a team of **20+ sales representatives**

June 2015 - July 2018

**District Sales Manager** *National Retail Group, Dallas, TX*

- Led a **multi-state sales team**, improving **territory coverage and profitability**
- Developed a **targeted marketing campaign**, increasing sales by **15%**

## Key Skills

- Regional sales strategy and team leadership
- Revenue forecasting and P&L management
- Client acquisition and market penetration
- B2B and B2C sales development

## Education

May 2015

**Bachelor of Business Administration (BBA) – Sales & Marketing** University of Texas at Austin