



# RYAN CHARLES

Chicago, IL  
ryan.c@email.com  
(555) 789-6543  
LinkedIn | Portfolio

**Fast-moving consumer goods sales manager with expertise in distribution and territory expansion**

Results-oriented sales manager with **nine years of experience** in **fast-moving consumer goods (FMCG)** sales, retail partnerships, and merchandising strategies.

## Professional Experience

### FMCG Sales Manager

*National Beverages  
Inc., Chicago, IL |  
May 2019 - Present*

- Grew **market share by 35%**, expanding into **10+ new retail locations**
- Developed **pricing and promotion strategies**, increasing **product visibility by 25%**
- Managed a team of **12 sales reps**, driving consistent **year-over-year revenue growth**

### Regional Sales Representative

*FreshFood Brands,  
Milwaukee, WI | July  
2015 - April 2019*

- Led a **territory expansion project**, growing sales volume by **20%**
- Built and maintained relationships with **regional grocery chains**

## Key Skills

- Retail distribution and merchandising strategies
- Channel sales and territory growth
- Sales forecasting and demand planning
- Key account management

## Education

### Bachelor of Science in Marketing

University of Wisconsin | May 2015