







Dale Morgan

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.

PERSONAL INFORMATION

-  (555) 345-6789
-  dale.morgan@email.com
-  LinkedIn | Portfolio
-  San Francisco, CA

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

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

May 2015

PROFESSIONAL EXPERIENCE

REGIONAL SALES MANAGER | SOUTHWEST BUSINESS SOLUTIONS,
HOUSTON, TX

AUGUST 2018 – PRESENT

- 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**

DISTRICT SALES MANAGER | NATIONAL RETAIL GROUP, DALLAS, TX
JUNE 2015 – JULY 2018

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