

Johnathan Miller

DOMESTIC REGIONAL SALES DIRECTOR

(214) 555-7890

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Dallas, TX

LINKS

LinkedIn: /in/johnathan-miller

SKILLS

Sales Strategy Development	Expert
Team Leadership	Expert
Market Analysis	Expert
CRM Software (Salesforce)	Expert
Negotiation	Expert

PROFESSIONAL SUMMARY

Dynamic and results-oriented Domestic Regional Sales Director with over 12 years of experience driving revenue growth and expanding market share in the U.S. retail industry. Proven ability to lead high-performing sales teams, develop strategic market plans, and build strong relationships with key clients.

EXPERIENCE

January 2018 - Now

Regional Sales Director

Target Corporation / Dallas, TX

- Increase regional revenue by 25% over three years through strategic account management and new business acquisition.
- Oversee 15 sales representatives across 7 states, ensuring alignment with corporate goals and sales quotas.
- Spearheaded a market expansion strategy that resulted in the opening of 12 new locations in under two years.
- Develop a regional training program that improved team efficiency by 18%.

March 2013 - December 2017

District Sales Manager

Walmart / Fort Worth, TX

- Achieved 110% of sales goals annually for five consecutive years.
- Managed a team of 10 sales professionals, driving year-over-year growth in the region.
- Analyzed regional sales data to identify trends and optimize sales strategies.

EDUCATION

MBA, Marketing

University of Texas, Arlington

2012

Bachelor's Degree, Business Administration

Texas A&M University

2008

Certifications

- Certified Sales Leadership Professional (CSLP) – Sales Management Association (2019)
- Advanced Retail Management Certification – National Retail Federation (2016)