



Pooja Rao

Sales Manager · FICTIONAL SAMPLE
Chennai, India

Summary

Fictional demonstration candidate. All employers, education, projects, achievements and outcomes are illustrative and unverified. Not a real application or licence record. Sales Manager with an illustrative 11-year career in business-to-business selling and commercial relationships. Combines team coaching, forecast review, territory planning with disciplined documentation, practical coordination and clear communication. The sample career progresses from focused execution to independent workstream ownership, with responsibilities and boundaries described for each appointment. Selected work includes forecast quality programme, territory and capacity plan and coaching system. These examples explain the original problem, individual contribution, deliverables, review approach and remaining limitations rather than relying on unsupported headline claims. Prepared for experienced sales manager opportunities requiring dependable delivery, thoughtful professional judgement and collaboration. The qualification narrative includes MBA in Sales and Strategy. Every named organisation and outcome in this record is fictional; professional eligibility is not independently established. Turn a clear brief into dependable business-to-business selling and commercial relationships work: understand the context, apply team coaching and forecast review, record the evidence and explain the limitations before handover.

Experience

Sales Manager - Meridian Commercial Services (fictional)

2024-07 - Present

Independent ownership of scoped sales manager work, coordinating contributors and making review requirements explicit. Includes the first two selected work examples. Defined stage criteria and review responsibilities. Mapped opportunity segments and realistic capacity. Led brief clarification and prioritised work using team coaching, forecast review and territory planning. Raised unresolved constraints before committing to the next stage. Coordinated peer reviews and handover preparation; used a discovery and opportunity brief to distinguish completed work, assumptions and follow-up needs. Supported colleagues with practical examples of pipeline governance and maintained a concise learning record after important assignments. Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

Sales Team Lead - Northline Commercial Services (fictional)

Education

MBA in Sales and Strategy - Asterbridge Institute of Professional Studies (fictional institution)

2013-07 - 2015-05

completed - fictional record team coaching forecast review pipeline governance Specialist study on forecast quality programme; an illustrative learning project, not a published result.

BBA in Business Administration - Cedarhaven College of Applied Studies (fictional institution)

2010-07 - 2013-05

completed - fictional record territory planning commercial negotiation performance reviews Applied coursework in team coaching, documentation and reviewed practical assignments.

Skills

team coaching

Applied to forecast quality programme through documented preparation, execution and review.

forecast review

Applied to territory and capacity plan through documented preparation, execution and review.

territory planning

Applied to coaching system through documented preparation, execution and review.

pipeline governance

Applied to forecast quality programme through documented preparation, execution and review.

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2020-07 - 2024-06

Owned defined assignments and supported cross-functional coordination. Developed deeper practice in territory planning and pipeline governance. Introduced observed discovery reviews and skill plans. Translated incoming requirements into a sequenced plan and aligned responsibilities with the project or service owner. Applied commercial negotiation and performance reviews to resolve delivery questions while maintaining source and decision notes. Introduced reusable working documents and reviewed exceptions with the responsible specialist rather than silently changing scope. Prepared a reviewed pipeline and handover record so the next team could understand the work and remaining questions. Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

Account Manager - Cedarbridge Commercial Services (fictional)

2017-07 - 2020-06

Progressed from supported tasks to independently managed assignments, with review available for unfamiliar or higher-risk decisions. Handled recurring work involving team coaching and forecast review using a documented preparation and review process. Supported territory and capacity plan by organising inputs, maintaining issue notes and incorporating reviewer feedback. Coordinated colleagues and internal stakeholders using concise status updates, clear questions and agreed next steps. Improved record consistency through recruitment and documented handover expectations. Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

Sales Executive - Cedarbridge Commercial Services (fictional)

2015-07 - 2017-06

Built practical foundations through supervised assignments, routine documentation and feedback from experienced colleagues. Assisted with team coaching and territory planning within an agreed scope and escalated unfamiliar work. Prepared inputs and checked completeness before passing work to the responsible reviewer. Maintained task records and learned to communicate assumptions, constraints and observed problems clearly. Applied review feedback to subsequent assignments and developed a dependable working routine. Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

commercial negotiation

Applied to territory and capacity plan through documented preparation, execution and review.

performance reviews

Applied to coaching system through documented preparation, execution and review.

recruitment

Applied to forecast quality programme through documented preparation, execution and review.

account strategy

Applied to territory and capacity plan through documented preparation, execution and review.

Certifications

Consultative discovery workshop

Meridian Professional Learning Studio (fictional) 2023
continuing learning - not a licence or certification
Team coaching and pipeline governance in the context of sales manager work. Used reflective exercises and a bounded practice example related to forecast quality programme.

Commercial negotiation practicum

Meridian Professional Learning Studio (fictional) 2024
continuing learning - not a licence or certification
Forecast review and commercial negotiation in the context of sales manager work. Used reflective exercises and a bounded practice example related to territory and capacity plan.





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🏠 Projects

Forecast quality programme

Fictional internal work programme in business-to-business selling and commercial relationships; not a real client case study. Problem: Sales estimates lacked consistent evidence. Objective: Create a workable response to this issue through team coaching, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up. Sales Manager; owned the stated workstream, not the full organisation or every collaborator contribution. Defined stage criteria and review responsibilities. Prepared the scope with the commissioning team, identified unresolved inputs and used team coaching to turn the brief into a sequenced work package. Applied forecast review and territory planning while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes. Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed. Methods: team coaching; forecast review; territory planning; pipeline governance Deliverables: Forecast quality programme - scoped brief; Forecast quality programme - reviewed working package; Forecast quality programme - handover and learning summary Review: Reviewed the scoped output against the agreed brief, recorded exceptions and checked that key conclusions could be traced to observations. The review package calls for a discovery and opportunity brief and a named human reviewer. Illustrative outcome: the team adopted a repeatable approach for forecast quality programme, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied. Limitations: Synthetic demonstration only. Sample account values and outcomes are fictional; customer names and commitments are not real endorsements. No underlying client documents, independently verified measurements or signed approval records are attached.

Territory and capacity plan

Fictional internal work programme in business-to-business selling and commercial relationships; not a real client case study. Problem: Account coverage was uneven across the team. Objective: Create a workable response to this issue through forecast review, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up. Sales Manager; owned the stated workstream, not the full organisation or every collaborator contribution. Mapped opportunity segments and realistic capacity. Prepared the scope with

Account planning case clinic

Meridian Professional Learning Studio (fictional) 2025 continuing learning - not a licence or certification Territory planning and performance reviews in the context of sales manager work. Used reflective exercises and a bounded practice example related to coaching system.

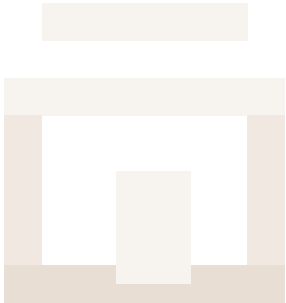
🏠 Languages

English

professional working - fictional sample

Hindi

professional working - fictional sample



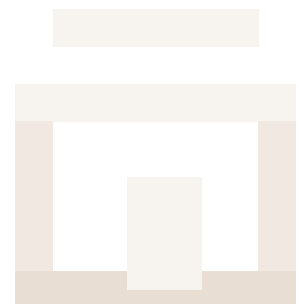
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the commissioning team, identified unresolved inputs and used territory planning to turn the brief into a sequenced work package. Applied pipeline governance and commercial negotiation while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes. Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed. Methods: forecast review; territory planning; pipeline governance; commercial negotiation Deliverables: Territory and capacity plan - scoped brief; Territory and capacity plan - reviewed working package; Territory and capacity plan - handover and learning summary Review: Reviewed the scoped output against the agreed brief, recorded exceptions and checked that key conclusions could be traced to observations. The review package calls for a proposal or account plan and a named human reviewer. Illustrative outcome: the team adopted a repeatable approach for territory and capacity plan, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied. Limitations: Synthetic demonstration only. Sample account values and outcomes are fictional; customer names and commitments are not real endorsements. No underlying client documents, independently verified measurements or signed approval records are attached.

Coaching system

Fictional internal work programme in business-to-business selling and commercial relationships; not a real client case study. Problem: Performance reviews focused only on final numbers. Objective: Create a workable response to this issue through territory planning, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up. Sales Manager; owned the stated workstream, not the full organisation or every collaborator contribution. Introduced observed discovery reviews and skill plans. Prepared the scope with the commissioning team, identified unresolved inputs and used commercial negotiation to turn the brief into a sequenced work package. Applied performance reviews and recruitment while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes. Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed. Methods: territory planning; pipeline governance; commercial negotiation; performance reviews Deliverables: Coaching system - scoped brief; Coaching system - reviewed working package; Coaching system - handover and learning summary Review: Reviewed the scoped output against the agreed brief, recorded



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Achievements

Defined stage criteria and review responsibilities. The achievement is the described workstream contribution; independent outcome evidence is not supplied.

Mapped opportunity segments and realistic capacity. The achievement is the described workstream contribution; independent outcome evidence is not supplied.

Introduced observed discovery reviews and skill plans. The achievement is the described workstream contribution; independent outcome evidence is not supplied.