



POOJA RAO

Sales Manager

team coaching, forecast review, territory planning

Chennai, India | pooja.rao@example.com | ROLE 11-06

FICTIONAL SAMPLE - all employers, qualifications and outcomes are illustrative and unverified.

EXECUTIVE SUMMARY

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.

AT A GLANCE

11 years

ILLUSTRATIVE CAREER

4

CAREER APPOINTMENTS

3

WORK EXAMPLES

2

EDUCATION RECORDS

CORE COMPETENCIES

team coaching / forecast review

territory planning / pipeline governance

commercial negotiation / performance reviews

recruitment / account strategy

PROFESSIONAL MISSION

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.

Career family: Sales & Business Development | Snapshot: 2026-09-22

PROFESSIONAL EXPERIENCE / RECENT

Sales Manager

Meridian Commercial Services (fictional)

Jul 2024 - Present | Chennai, India

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)

Jul 2020 - Jun 2024 | Chennai, India

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.

PROFESSIONAL WORKING PRINCIPLES

- Clarify customer needs, decision processes and service fit before committing to a proposal.
- Maintain accurate opportunity records and separate pipeline estimates from booked business.
- Coordinate commercial promises with delivery capacity and approved pricing authority.

PROFESSIONAL EXPERIENCE / EARLIER

Account Manager

Cedarbridge Commercial Services (fictional)

Jul 2017 - Jun 2020 | Chennai, India

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)

Jul 2015 - Jun 2017 | Chennai, India

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.

SELECTED CONTRIBUTIONS

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

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

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

SELECTED WORK / 01

Forecast quality programme

P1 | Jan 2025 - Jun 2025 | FICTIONAL WORK EXAMPLE

Context. 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.

Contribution and ownership. 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.

Suggested evidence (not supplied): discovery and opportunity brief; proposal or account plan; reviewed pipeline and handover record.

SPECIALIST PRACTICE

Commercial integrity

The sample focuses on team coaching, forecast review, territory planning. Approvals, supervision and specialist input are identified in each work package; work outside this scope is referred to the designated responsible person.

Peer learning and practical guidance. Created short examples on team coaching and pipeline governance for colleagues. Separated personal preferences from agreed team procedures and recorded useful questions.

Review and handover discipline. Facilitated practical reviews of territory and capacity plan, ensuring that unresolved issues retained a named owner rather than disappearing from final presentations.

Sample account values and outcomes are fictional; customer names and commitments are not real endorsements.

SELECTED WORK / 02 AND 03

Territory and capacity plan

P2 | Jan 2026 - Jun 2026 | Meridian Commercial Services (fictional)

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.

Ownership. Sales Manager; owned the stated workstream, not the full organisation or every collaborator contribution.

- Mapped opportunity segments and realistic capacity.
- Prepared the scope with 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

Delivered. Territory and capacity plan - scoped brief; Territory and capacity plan - reviewed working package; Territory and capacity plan - handover and learning summary

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.

Suggested evidence (not supplied): discovery and opportunity brief; proposal or account plan; reviewed pipeline and handover record.

Coaching system

P3 | Jan 2021 - Jun 2021 | Northline Commercial Services (fictional)

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.

Ownership. 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

Delivered. Coaching system - scoped brief; Coaching system - reviewed working package; Coaching system - handover and learning summary

Illustrative outcome: the team adopted a repeatable approach for coaching system, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied.

Suggested evidence (not supplied): discovery and opportunity brief; proposal or account plan; reviewed pipeline and handover record.

EDUCATION AND SPECIALIST LEARNING

MBA in Sales and Strategy

Asterbridge Institute of Professional Studies (fictional institution)

Jul 2013 - May 2015 | completed - fictional record

Focus: 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)

Jul 2010 - May 2013 | completed - fictional record

Focus: territory planning, commercial negotiation, performance reviews. Applied coursework in team coaching, documentation and reviewed practical assignments.

CONTINUING PROFESSIONAL DEVELOPMENT

Consultative discovery workshop (2023). 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 (2024). 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.

Account planning case clinic (2025). Territory planning and performance reviews in the context of sales manager work. Used reflective exercises and a bounded practice example related to coaching system.

Provider for these illustrative learning records: Meridian Professional Learning Studio (fictional). Not a licence or certification.

LANGUAGES AND WORKING PREFERENCES

English and Hindi - professional working proficiency in this fictional record.

Work arrangement: hybrid; remote feasibility discussed per role. Relocation: open to discussion - sample preference. Availability: not confirmed; discuss before an interview.

CREDENTIAL AND EVIDENCE STATUS

Sample account values and outcomes are fictional; customer names and commitments are not real endorsements.

Synthetic qualification and institution names illustrate profile fields only; they are not a validated qualification route or recognised accreditation claim.

No real referee, endorsement, award, publication, membership or licence is supplied.

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Contact placeholder: pooja.rao@example.com. No phone, live profile URL or verified reference is supplied.

Complete machine-readable data: profile.json. Interactive companion: portfolio.html. Reference CV used for structure only; this is not Ajay Prajapat's biography.