

AMAR SINGH

A Training Manager with eight years of experience specializing in staff development, curriculum design, and sales management. A proven track record of developing high-quality training programs to enhance sales performance and drive leadership development.

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PROFESSIONAL EXPERIENCE

TRAINING MANAGER

Altair Pharmaceuticals, New York, NY
June 2016 – Present

- Lead the development and delivery of sales enablement training programs to improve close rates, lead generation, and account growth, resulting in a 200% revenue increase
- Deliver training to 50+ sales specialists and account executives on pharmaceutical product lines and strategic selling techniques to increase close rates by 30%
- Create course curriculum for a leadership development program to facilitate career growth for sales professionals, resulting in 10+ promotions across the team

TRAINING MANAGER

State Farm Insurance, New York, NY
July 2013 – June 2016

- Managed the development and implementation of sales training programs for 130+ sales representatives for a high-volume insurance call center
- Educated sales professionals on customer service best practices, sales techniques, and insurance products to achieve 130%-150% of annual sales quota

EDUCATION

Bachelor of Science (B.S.)
Business Administration
Columbia University, New York, NY
September 2009 - May 2013

KEY SKILLS

- Sales Training
- Curriculum Design
- Staff Development
- Program Management
- Leadership Development

CERTIFICATIONS

- HRCI Senior Professional in Human Resources (SPHR), 2016
- Certified Professional in Training Management (CPTM), 2013