

# Name

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***Dedicated Executive eager to contribute extensive background in directing sales, operations, and personnel toward supporting the employer in optimizing bottom-line performance.***

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## **Profile of Qualifications**

Proficiency in all aspects of new business development including team-building and leadership, market research, and strategic sales planning. Able to establish rapport with prospective new accounts and deliver influential presentations to key decision-makers. Constantly monitor and assess daily business operations to determine and optimize fiscal performance, competitive positioning, and revenue opportunities. Considerable success in staff development and management, C-level relations, negotiating, and contract administration.

### **Selected Achievements:**

- 3-Time President's Club Winner.
  - Twice earned place in corporate Sales Hall of Fame.
  - Recipient of multiple other awards including: Silver Quality Award, Retail Sales Team Excellence Award, and 5-Star Award.
  - Captured between 98% and 108% of annual goal in 1998, 2000, 2001 and 2002.
  - Propelled business volume growth by 34% in 1998 and improved productivity by 26%.
  - Championed 73% increase in volume per operating center in 1997.
  - Led efforts to generate 127% of sales revenue goal in 1997.
  - Fueled sales growth by strategically expanding stand-alone profit center network from 13 to over 60 locations.
  - Led corporate initiative to design and implement nationwide collaborative program with USPS.
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## **Professional Experience**

Company Name, xxx to Present

### **District Sales Executive (xxxx to xxxx)**

- Spearhead the full spectrum of sales operations to penetrate and secure new business.
- Manage and continually expand customer base through superior relationship-building talents.
- Apply sharp leadership capabilities toward hiring, training, mentoring, coaching and managing high-performing sales professionals.
- Direct, support, and coordinate broad-scope administrative operations including goal setting, forecasting, client relationship management, operating plan development, and budgeting.

Continued ...

*Professional Experience continued...*

**Sr. Account Executive; (xxxx to xxxx)**

- Demonstrated outstanding expertise in the complete sales cycle from prospecting and rapport-building to negotiating and closing.
- Prepared and delivered compelling presentations and proposals, and efficiently responded to service-related issues to achieve and maintain high levels of customer satisfaction.

Company Name, xxxx to xxxx

**Regional Sales Director – Central Region**

- Adeptly planned, coordinated and managed retail marketing, sales and operations to meet or exceed assigned targets.
- Researched, selected, implemented and administered networks.
- Explored and introduced new products and services to expand market share and revenue growth.
- Interviewed, hired, developed, motivated and directed personnel in driving new account development.

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PRIOR BACKGROUND:

**Senior Manager – Business Service Centers**(Company Name)-City/State

**Senior Manager,** Company Name)-City/State

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**Professional Development**

**Essential Selling Skills,** Corporate-Sponsored

**Sales Negotiation Skills,** Company Name

**Art of Negotiations,** Company Name

**Power Learning Series,** company Name

**Improving Customer Service,** Company Name

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**Community Involvement**

Trustee, Organization Name