

Your Name
Your Street
City, State Zip
name@provider.net
Home/Cell/Mobile

Summary

As an aggressive, effective, and seasoned sales management professional with a proven track record for closing sales, I have consistently created new business opportunities and managed successful sales departments throughout my career. I am experienced in creating effective compensation plans, marketing strategies, and incentive programs in conjunction with OEM partners. I am highly proficient in MS Office applications, ACT, 4th Dimension, and JDE/PeopleSoft which contributes to my history of exceeding my personal and company goals and quotas. My stellar military career as a leader in the U. S. Army has provided a firm foundation from which to develop my sales and sales management proficiencies.

Professional Experience

Company, Modesto, CA **2000-Present**
Director of Sales/Sales Manager

- *Promoted to Director of Sales, April '04*
- *Increased sales by 15% in '04*
- *Successfully lead and implemented the migration to new systems*
- *Developed sales to major accounts while managing a staff of 7 sales representatives*
- *Personal sales consist of 35% of departmental sales*
- *Responsible for creating effective and equitable compensation plans*
- *Recognized by upper management while representing the company at trade shows*

Company, San Diego, CA (acquired by XYZ, Inc. in 2000) **1993-2000**
Sales Manager/Sales Representative

- *Top Sales Representative 1994-2000*
- *First Sales Representative to achieve revenue in excess of \$1 Million in a month*
- *Identified, prospected, and closed the largest account in company history*
- *Surpassed personal quota, generating more than 125% of sales goals on average*
- *Generated the largest amount of new clients and was recognized repeatedly by the President and CEO*

Company, San Diego, CA
Sales Associate

1991-1992

- Solicited campaign donations for the County Republican Party
 - Top producer in 1992*
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Military Experience

U. S. Army
1986-1990

- U.S. Army *82nd Airborne Division*, Honorable Discharge
- Combat Infantry Badge, Purple Heart, Combat Jump Wings, Army Commendation Medal, Army Achievement Medal, Ranger School, Airborne School, and other *leadership schools*

Education

My University, San Francisco, CA

- Master of Business Administration, Specialization in *Electronic Business* (2005)
 - BA in Business Administration (2002)
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Technical Skills

Proficient in Windows XP, 2000, NT, Microsoft Office (Word, Excel, Power Point, Outlook), JD Edwards, PeopleSoft (CRM), 4th Dimension, ACT, Advanced Internet