

SALES-MARKETING RESUME

ADDRESS: 00 Greenfield Ave., Milwaukee, Wisconsin 53214 **PHONE:** 987.654.3210 **EMAIL:** contact@sales-marketingresume.com

SALES MANAGER | OUTSIDE SALES REPRESENTATIVE

PROFILE

Dynamic, highly skilled, and results-driven professional, offering comprehensive experience in accounts management and sales operations across multiple industries. Demonstrate proven capability of driving company success and achieving business goals and objectives in line with the organization's standards. Exemplify competency in increasing business profitability and in delivering quality results. Possess excellent interpersonal, problem-solving, and communication skills; with the ability to coordinate with professionals at all levels of the organization. Utilized proficiency with Microsoft Office Suite and Salesforce.

AREAS OF EXPETISE

*Account Management
System and Process Improvement
Strategy Planning and Implementation
Customer Service and Relation
Training and Coordination*

*Marketing Management
Territory Sales Management
Business Growth and Profit Maximization
Team Management and Leadership
Sales and Quota Management*

PROFESSIONAL EXPERIENCE

SALES-MARKETING RESUME - Chicago, IL (2013-2014)

Account Executive

2014

- Assumed accountability in obtaining and organizing new appointments through cold-calling of 75 contacts a day while meeting the clients in person and selling them a corporate event.
- Coordinated with the personnel responsible for planning the events and organizing dinners and outings.

Key Highlight:

- ✓ Capitalized on industry expertise in acquiring new and major clients from Fortune 1000 companies within Chicago and nationwide.

SALES-MARKETING RESUME - Chicago, IL

Territory Sales Manager

2013-2014

- Offered and targeted restaurant and restaurant group markets as well as Aloha POS system users for a new cloud-based application, Software as a Service (SaaS), designed to save cost and expedite business transactions
- Held full responsibility in developing a competent team and penetrating the Chicago market for the new application.
- Coordinated with the Merchant Services Team to generate savings in credit card processing to pay for the solutions.
- Capitalized on dealing with major restaurants and restaurant groups that could afford Aloha, which is the highest-priced system.

Key Highlights:

- ✓ Served as the driving force behind the successful selling of 18 cost-effective products, thus earning recognition for consistently meeting the monthly sales quota.

SALES-MARKETING RESUME - Arlington Heights, IL (2009-2012)

Regional Sales Manager, West Division

2011-2012

- Expertly oversaw and coordinated the daily regional sales operations which comprised of establishment of sales goals, training and supervision of sales personnel, staff recruitment, facilitation of sales meetings, development of marketing strategy, and management of promotional work and customer relations.
- Initiated weekly sales calls and educated team on sales scripts and protocol
- Directed sales professionals in different areas including Iowa, Kansas, Missouri, Nebraska, and Oklahoma.

Key Highlights:

- ✓ Demonstrated unparalleled expertise in meeting and surpassing all monthly goals while obtaining the highest goal percentage in West Division by 126% for seven consecutive months.
- ✓ Received commendation and achiever's trips award for attaining goal by 110% and representing the top five teams in the company.

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West Division Field Trainer

2011-2011

- Presided over several field trainings and ride-along with salespersons and client relations, while developing and implementing training curriculum, as well as monitoring personnel progress.

Key Highlights:

- ✓ Ranked as the top field trainer in West division for effective delivery of trainings to more than 30 representatives in Central & Western territories.

Restaurant Consultant - Saint Louis, MO

2009-2011

Key Highlights:

- ✓ Consistently achieved sign-up goals for 22 consecutive months.
- ✓ Produced more than \$220K in new sales revenue in first year of tenure, thus attaining the Achievers Trip incentive.
- ✓ Reached and surpassed all-net 36 quarterly bonus requirements in 2010.
- ✓ Achieved 100 live accounts in 10 months and secured more than 250 live accounts.
- ✓ Received promotion as the west field trainer in May 2011.

SALES-MARKETING RESUME - Town and Country, MO

Sales Representative | Recruitment Advertising Specialist

2007-2009

- Developed new business opportunities by conducting more than 375 calls on a weekly basis; maintaining and creating accounts after initial sale; and negotiating all aspects of online and print packages.

Key Highlights:

- ✓ Generated \$220K of sales revenue in two years, including multiple \$25K sales periods.
- ✓ Earned the top spot in average advertisements sold per period, single online postings sold, and owned accounts.

SALES-MARKETING RESUME - Chesterfield, MO (2005-2006)

Hewlett Packard (HP) Training Coordinator

2006

- Spearheaded and trained more than 20 kiosk personnel and coordinated kiosk staffing plans for regional representatives.
- Provided lectures on restocking procedures to enhance the performance of different PRS personnel which included the upper management.
- Rendered 24/7 on-call support to regional managers and area representatives for unexpected visits or questions.
- Led teams of PRS representatives during the establishment of Beta Kiosks into primary initial retail markets.
- Conducted store spot checks on PRS representatives and informed directly to the account directors.
- Ensured strict compliance with HP and PRS standards by overseeing fixture installations made by PRS representatives.

Field Team Account Leader | Customer Service Manager

2005-2006

- Played a pivotal role in training and leading the team in resetting categories, launching new products, installing displays and fixtures, remodeling store, maintaining planogram, and auditing store.
- Monitored the nationwide operations to guarantee compliance with quality standards on pricing audits and quality assurance calls on PRS representatives.
- Exemplified creative approach in setting displays for Sam's Club Road Shows and annual convention as well as in managing fixture installations for Marlboro Cigarette display units.

SALES-MARKETING RESUME - Clayton, MO

Executive Search Consultant | Owner

2002-2005

- Pioneered and operated all facets of executive recruiting business which focused on nursing and healthcare field.
- Facilitated cold calling to obtain clients and candidates for placement.
- Spearheaded the staff on the daily operations while utilizing Sendouts Pro software to organize daily operations.

EDUCATION

Bachelor of Science in Business Administration, with Emphasis in Marketing

Saint Louis University, Saint Louis, MO

PROFESSIONAL DEVELOPMENT

Learning Outsource Group: Management Training Program | National Recruiters Network