

SALES - MARKETING RESUME

📍 0000 Greenfield Avenue, Milwaukee, Wisconsin 53214 ☎ 987.654.3210 📧 contact@sales-marketingresume.com

TERRITORY SALES MANAGER

Industry: Medical Device | Pharmaceutical Sales

QUALIFICATIONS PROFILE

Highly talented, and results-driven professional with extensive years in sales and marketing, business management and operations, as well as customer service. Leverage expertise in formulating innovative business strategies and new approaches to solve issues and transform traditional practices into modern business methods. Possess strong interpersonal and communication skills in cultivating strategic partnerships with clients and organizations to secure and acquire new business opportunities. Utilize technical proficiency with Microsoft Office Suite (Word, Excel, and PowerPoint), CAD, and other graphic design applications.

FUNCTIONAL SKILLS WITH EXPERIENCE

Sales and Marketing

- Assumed full responsibility in traveling across the state to penetrate market and promote products within numerous accounts such as state run stores, bars and restaurants, and privately owned package stores.
- Capitalized on organizing promotional strategies throughout large corporate events and locations, such as The Birmingham Zoo, Barber Motorsports Park, and trade shows.

Relationship Building and Customer Relations

- Built and fostered productive relationships with customers to ensure high level of satisfaction
- Quickly responded and resolved customers' concerns and issues
- Gained outstanding commendations for rendering first-rate customer service

Leadership and Core Business Process

- Oversaw and maintain inventory at the states warehouse in Montgomery
- Demonstrated exceptional leadership abilities in spearheading and collaborating with a crew of 25 people
- Acquired extensive experience in all aspects of business development, from ground up of the business to contract negotiation
- Successfully established a motorcycle parts company that provided parts service around the world
- Took full accountability in teaching and guiding up to ten people on different aspects of motorcycle riding.
- Worked on a vehicle storage project that generated \$350K in two months while handling \$65M of inventory.
- Earned designation as one of the 50 selected instructors among hundreds of applicants nationwide
- Received the *Employee of the Year award* in 2013 due to innovative loading/unloading ideas at our rail heads

WORK HISTORY

SALES - MARKETING RESUME ▪ Birmingham, AL (2009–Present)

Operations Manager 2011–Present

Outside Sales Representative 2009–2011

SALES - MARKETING RESUME ▪ (Clinton, MI)

Southern Division Instructor 2006–2010

SALES - MARKETING RESUME ▪ (Birmingham, AL)

Co-owner 2006–2010

SALES - MARKETING RESUME ▪ (Auburn, AL)

Bartender 2005–2009

EDUCATION AND CREDENTIALS

BACHELOR OF SCIENCE IN INDUSTRIAL DISTRIBUTIONS, 2009 ▪ University of Alabama at Birmingham, Birmingham, AL

COURSEWORK IN CIVIL ENGINEERING, 2003 ▪ Auburn University, Auburn, AL

Member, *Kappa Alpha*

QUALITY ASSURANCE CERTIFICATION ▪ Association of American Railroads (AAR)

ACTIVITIES

Hunting | Welding | Motorcycle Racing | CrossFit | Long Distance Shooting | Wood Working