

SALES-MARKETING RESUME

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VICE PRESIDENT OF SALES

AREA OF FOCUS: INDUSTRIAL OUTSIDE SALES

QUALIFICATIONS PROFILE

Dynamic, performance-focused, and customer-driven professional, with over 30 years of experience in sales management and operations, business development, territory management, and people development within industrial and technical settings. Interested to pursue an engaging position in the industrial sales field to proactively utilize skills and expertise honed from years of executive management background. Adept at building long-term productive relationships, resolving technical issues, and winning customer loyalty. Recognized as a highly effective leader and team player with market knowledge and outstanding communication, organizational, analytical, and strategic selling skills. Bilingual in English and Spanish.

SUMMARY OF EXPERIENCE

INDUSTRIAL OUTSIDE SALES

- Demonstrated wide-ranging knowledge of industrial outside sales, which included steel, specialty metals, cement, and aggregate mining backgrounds, across South Florida and Caribbean markets.
- Remained up to date with industry trends, products, services, and existing and emerging technologies, as well as the latest product-line developments.
- Sustained a safe work practice and environment, ensuring achievement of all safety goals and budgets.

CUSTOMER SERVICE AND RELATIONS

- Established and cultivated long-term relationships with all customers by addressing their needs and concerns in a prompt manner, thereby ensuring total customer satisfaction and repeat business.
- Maintained constant communication with all parties for prompt resolution of any industrial sales issues, technical concerns, and emergencies.

TECHNICAL SUPPORT AND PROFICIENCY

- Acquired strong command of various software tools and applications, which included Microsoft Office Suite (Word, Excel, PowerPoint, and Outlook), Windows operating system, as well as Internet applications.
- Efficiently prioritized and oversaw a broad range of responsibilities utilizing technology-based equipment.

GROWTH AND DEVELOPMENT IMPACTS

- Received the following awards and honors for outstanding dedication and performance to work:
 - **2003 Territory Manager of the Year**
 - **2006 Territory Manager of the Year**
 - **2010 Titan Experience Award**
- Earned commendation from the management and colleagues as task-oriented and self-motivated sales professional with strong team-based skill set and outstanding commitment in successfully portraying the company image.

WORK CHRONOLOGY

SALES – MARKETING RESUME | Miramar, FL

President Oct 2012–Present

SALES – MARKETING RESUME | Medley, FL

Southern Regional Area Manager; Exports Manager Oct 2009–Oct 2010

Bulk Cement and Aggregates Territory Manager Oct 1998–Oct 2009

Aggregates Territory Manager Aug 1996–Oct 1998

EDUCATION

Bachelor of Science in Business Administration, Major in Marketing | University of Miami, Miami, FL

Associate of Applied Science in Business Administration | Miami Dade College, Miami, FL

PROFESSIONAL DEVELOPMENT

Leadership Development Process Modules 1 and 2; Leadership Development Team | Titan America