

John Doe

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Anytown, USA

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OBJECTIVE

Sales Account Manager

ACCOMPLISHMENTS

- 7+ years of sales experience in a fast paced manufacturing environment.
- Exceeded sales targets by at least 10% for past 3 years.
- Trained and mentored 15 new Inside Sales Representatives.
- Launched 23 new products.
- Developed successful sales strategies resulting in 2 new markets.
- Member of company task force for product improvements.

EMPLOYMENT

ABC Corp, Chicago, IL. 2000 - Present

\$110 million division of Mega Corp, headquartered in Chicago, IL. ABC Corp manufactures high-pressure industrial and mobile hydraulic components.

Senior Account Manager

Responsible for new business development, marketing, technical sales presentations, and client relations. Manage one of the largest branch territories in North America. Supervise, motivate, and train 2 inside sales representatives in products and effective client servicing. Implement effective sales and marketing strategies. Plan and conduct seminars for new product features and benefits.

- Top producing Account Manager in Chicago for 3 consecutive years.
- Achieved 100% customer retention in a struggling open territory.
- Ranked in top 10% of producers for NA sales volume for 3 straight years.
- One of 6 associates selected to participate in a company-wide product and procedural improvement task force. Video was distributed to all associates which streamlined improvement process.
- Detroit, MI - worked closely with upper management to identify market potential, and assist in developing a sales action plan.

John Doe page two

XYZ Corporation, Chicago, IL. 1987-2000

\$200 million manufacturer of machinings and stampings for the Automotive Industry.

Account Manager (1991-2000)

Responsible for all sales presentations, marketing programs, and support materials for the sale of commercial and electronic printing. Extensive cold calling, market penetration, and tracking of accounts. Created specialized marketing plans and sales proposals for key accounts.

- Expanded client base from 100 to 300 over 9 years with 95% retention.
- Increased sales every year by at least 10%.
- Developed marketing material to support our sales process.

Customer Service Representative (1987-1991)

Involved in customer service and communications for sales support. Gained an excellent background in company procedures, printing processes, and the sales cycle. Promoted and organized various sales and marketing projects.

QRS Stock Brokers, Schaumburg, IL. 1987

Summer internship

Compiled daily reports for traders and brokers. Planned and conducted a stock valuation and analysis research project to gain experience of stock market operations and investing.

EDUCATION

University of Notre Dame, South Bend, IN
BSME. Graduated Cum Laude.

SKILLS

Proficient in MS Office, Lotus 123, and PowerPoint.