

# John Smith

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## SUMMARY OF QUALIFICATIONS

Dynamic sales career reflecting record-breaking sales performance in multiple industries. Results-oriented, high achiever committed to exceeding all goals; demonstrated track record for increasing sales and improving company revenue performance. Excellent interpersonal skills enabling the forging of strong partnerships and alliances. Committed to produce and ensure quality bottom-line results. Relationship driven and experienced at driving company growth and improving team performance. Proven strength in building sales with a demonstrated reputation for establishing strong and profitable relationships by clearly linking the benefits of product features to client needs.

**Exceptional Interpersonal and Communication Skills** – Team Leader with excellent communication and outstanding sales skills with the key ability to create and maintain profitable business relationships.

**Sales Success** – Proven ability to develop creative and innovative solutions to meet aggressive sales challenges; enthusiastic and competitive self-starter who is always sales driven to prospect and close new business.

**Work Ethic and Professionalism** – Solid professional standards; a sales professional and outside account manager who maintains focus on achieving bottom-line results while ensuring outstanding client satisfaction.

## PROFESSIONAL EXPERIENCE

### HCC Equipment Services

Springfield, IL

#### Territory Manager

December 2008 – Present

- Possess updated knowledge of all customer/potential customer offices and jobsites within sales territory.
- Handle all customer retention and new account openings while managing client account database program.
- Create and coordinate marketing promotions, and introduce new products to exiting accounts; identifies and develop new business opportunities to increase sales to existing accounts and acquire new accounts.
- Routinely perform large sales presentations for customers on products, equipment, and customer service.
- Surpass new business goals on a quarterly basis along while managing a territory that produced \$1.3M.

### Sunbelt Equipment Rental

Springfield, IL

#### Outside Sales

May 2008 – December 2008

- Management recognized for increasing sales faster relative to peers in the district and company wide.
- Successfully cultivated relationships with customer base and uncovered new customer opportunities.
- Developed territory through cold calling, business to business sales, and effectively managing current accounts.
- Responsibilities included: credit collections on current accounts, establishing new lines of credit, and training.
- Consistently established relationships with clients resulting in high referral rates and returning business.
- Provided strong initiative skills, team building, mentoring, and support to those in management and peers.

#### Inside Sales Coordinator

February 2007 – May 2008

- Performed equipment fleet management as well as offering outstanding customer service / sales staff support.
- Coordinated all equipment deliveries and pick-ups while dispatching the truck driving staff accordingly.
- Customer service and basic clerical duties included: order processing and expediting via e-mail/phone/fax.
- Provided superior customer service by servicing customer needs and addressing concerns in a timely manner.

### Daytime Marketing Solutions

Springfield, IL

#### In Home Sales Representative / Water Analyst

September 2005 – February 2007

- Presented extensive in home water treatment, which consisted of two-three leads daily (Monday-Saturday).
- Evaluated and analyzed competitive activity in assigned territory. Presented sales proposals to accounts.
- Management recognized for improving sales process that increased sales and contributed to sales pipeline.

## EDUCATION

University of Illinois, College of Business

Springfield, IL

Bachelor of Science in Business Administration and Economics

GPA 3.174