

# Sample Resume

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## OBJECTIVE

To ..... (whatever your objective is)

## CAREER HIGHLIGHTS & ACHIEVEMENTS

Company A, State College, PA – ([www.companya.com](http://www.companya.com)) 6/2010-Present  
Manufacturer of widgets & whatsits for the whosits industry

Regional Sales Manager - Directed the area/dealer operations for sale of products M, N, and O. Managed 5 underachieving operations to dramatic increase of sales, profitability and stability.

- Managed Philadelphia District to #1 and # 2 ranking in 2012 and 2013
- Planned, organized and implemented a major reengineering of fledgling Channels program. Achieved 123% performance increasing revenues from \$9.1M to \$22.8M.
- Developed and launched dealer training program (Company A University).
- Led turnaround of weakest performing New York District (#13 in 2014) to #4 in 2015.
- Develop systems selling model that became corporate standard.
- Promoted and assumed the management of Mid Atlantic Region. Increased sales from 68% to 110+%. Achieved a #1 ranking twice (2016 & 2017).
- Chaired the sales participation on corporate R&D steering committee.
- Lead reengineering project for sales and demand forecasting that was adopted worldwide.
- Promoted to Area Director in 2017 and maintained consistent performance.
- Achieved 3 President's Clubs.
- Developed 2 sales people for corporate management positions.
- Created and implemented seminar and event marketing program that was adopted company wide.

Company B, Pittsburgh, PA - ([www.companyb.com](http://www.companyb.com)) 6/2003 – 6/2010  
Manufacturer of widgets & whatsits for the whosits industry

Directed the sales operations of \_\_\_\_\_. Recruited to manage poor performing branch to over quota performance.

- Achieved increase from 75% to 112% quota performance.
- Successfully directed the transition from 95% direct sales model to 90% indirect sales model.
- Negotiated first Volume Purchase Agreement (VPA) with Company\_\_\_\_\_.
- Uncovered, developed, and sold \$1.5M order to \_\_\_\_\_.

Company C, Philadelphia PA – ([www.companyc.com](http://www.companyc.com))  
Manufacturer of widgets & whatsits for the whosits industry

1/1999 – 6/2003

Directed sales and support services of \_\_\_\_\_. Promoted twice to Branch Manager after being recruited as Sales Manager.

- Produced 4.9% of worldwide revenue in 2001.
- Developed and implemented management processes that increase sales performance and maintained sales stability and morale.
- Developed and implemented vertical-market territory strategy that resulted in 2 large sales in \_\_\_\_\_ market and 2 significant orders in \_\_\_\_\_ markets.
- Developed 2 salespeople to management promotions.
- Instituted seminar program that was adopted companywide.
- Managed sales team from sub quota performance to #1 ranking in branch and achieved President's Circle.

Company D, Rochester NY – ([www.companyd.com](http://www.companyd.com))  
Manufacturer of widgets & whatsits for the whosits industry

8/1992 – 12/1998

Hired, trained as sales representative, promoted 5 times, leaving as Product Sales Manager.

- Promoted to manage pilot program to integrate personal computer products into product portfolio of general sales organization. Attained #1 ranking in country.
- Attained 5 President's Clubs.
- Ranked #3 in Region 1980.
- Maintained aggregate sales performance of 176% of quota.

## EDUCATION

West Chester University, B.A. History & Philosophy

## PROFESSIONAL EDUCATION

Company D - D's Management Studies  
Major Account Selling  
Professional Selling Skills, I, II  
Legal Market sales training  
Train-the-Trainer seminar  
Computer Concepts & Networking  
Huthwaite - Group-SPIN Selling & SPIN Coaching  
Major Account Sales Strategy  
Control Data - Miller & Heiman "The Art of Strategic Selling"  
Systems Networking and Computing  
Learning Int'l. - Major Account Sales Management