

CLIENT A. NAME

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MULTIMILLION-DOLLAR SALES | NEW BUSINESS DEVELOPMENT | ACCOUNT MANAGEMENT
FORECASTING | BUDGET CONTROL | PROFIT / LOSS | TEAM BUILDING | TRAINING / DEVELOPMENT
TERRITORY GROWTH | SALES CYCLES | START-UP OPERATIONS | LEADS GENERATION | RELATIONSHIP DEVELOPMENT

Highly Accomplished Sales / Territory Manager who makes sound decisions to reflect positively on multi-site operations in alignment with a company's vision, value, and goals. **Top Performer** who offers solutions-centric critical thinking for insightful, change-oriented results. **Visionary Professional** who rises above sales challenges to improve the bottom line and achieve winning outcomes, including quickly adapting to evolving marketplace scenarios. **Excellent Communicator** who develops synergistic relationships with cross-geographical decision-makers, sales / business teams, stakeholders, and clients, and who leads staff by example and with ethics and integrity to optimize success.

Career Highlights Include:

- ✓ **Increasing sales 22%, or \$1.8 million, at RealPage, Inc.**
- ✓ **Producing \$5 million in new revenue for Amphenol over a 12-month period.**
- ✓ **Generating sales revenue of \$5 million for The Siemon Company for a 650% increase.**
- ✓ **Achieving 120% of sales goals annually at Anixter generating \$2.2 million in annual revenue.**
- ✓ **Identifying \$10+ million in sales opportunities within first year at East Coast Medical Systems.**
- ✓ **Identifying new clients at Yardi / Classic Real Estate Systems to achieve 227% of quota in 2006.**
- ✓ **Managing #1 sales region out of 13 for GE Supply across a 70-member sales force at 17 locations.**
- ✓ **Doubling sales from \$1 million to \$2 million at Optical Cable and increasing distributor performance 30%.**
- ✓ **Servicing 500+ accounts, a \$4+ million inventory, and full accountability for \$12 million in annual revenue.**

PROFESSIONAL SYNOPSIS

COMPANY NAME, ATLANTA, GA

2017 – PRESENT

Territory Manager

Capitalize on the opportunity to lead forward-thinking life cycle of sales processes in Florida, Georgia, Alabama, and Mississippi through distribution efforts, including coordinating and managing territories for the manufacturer of fiber optic fusion splicers, auto thermal strippers, auto cleavers, and Splice-On Connector and other related accessories.

- ✓ **Delivered certification product training to the customer across all products.**
- ✓ **Built solid relationships with Anixter, Graybar, Accu-Tech, and Mayer Electric Supply.**
- ✓ **Produced more revenue in the first six months than the territory generated in prior two years.**

COMPANY NAME, ATLANTA, GA

2014 – 2016

Sales Manager

Established initial contact with data centers, *Fortune* 500 corporations, educational institutions, and government facilities for one of the nation's largest designers and integrators for structured cabling, audio / video, security / access control systems in the U.S. Recruited as the first local sales manager to build a new territory for an Atlanta office.

- ✓ **Successfully led a \$1.5-million project with Tyndall Air Force Base.**
- ✓ **Negotiated and signed an audio / video technical service agreement with State Farm.**
- ✓ **Built a \$20-million pipeline since 2013 in Atlanta by closing a high-percentage of new accounts.**
- ✓ **Established key relationships with local general contractors, *Fortune* 500 organizations, and data centers.**

COMPANY NAME, INC., LLC, ALPHARETTA, GA

2009 – 2013

Account Representative

Maximized bottom-line performance by driving sales and service initiatives within a competitive Southeast region for a provider of MRI and CT scanner equipment. Profitably established medical equipment / service requirements in hospitals and clinic facilities within a six-state area while generating comprehensive equipment and service contracts. Optimized administrative efficiencies by maintaining weekly review of state CON / LNR reports.

- ✓ **Successfully sponsored and attended annual industry conferences.**
- ✓ **Created a large-scale sales database with 900+ facilities and 2,700+ contacts.**
- ✓ **Built lucrative relationship with C-levels, directors, technologists, and materials management staff.**

COMPANY NAME, INC., ATLANTA, GA

2007 – 2008

Senior Sales Specialist

Spearheaded new business development and revenue-generating opportunities for a growth-centric software solutions company. Expertly analyzed needs of existing and new clients. Provided a complete custom integrated software program featuring site-basic accounting, purchasing, and facilities management solutions.

- ✓ **Successfully increased sales by 22%, or \$1.8 million.**

COMPANY NAME – NORCROSS, GA

2003 – 2007

New Business Development

Utilized broad scope of industry knowledge toward proactively managing sales to developers / property management clients for a premier software solutions company. Expertly identified strategic account relationships to generate revenue growth, including managing technical pre-sales cycles and handling account qualifications. Delivered dynamic product presentations while managing the company's largest customer.

- ✓ Honored as "Salesman of the Year" in 2006.
- ✓ Increased profits and improved efficiency for clients.
- ✓ Consistently streamlined regulatory compliance initiatives.
- ✓ Received AHMA's "Outstanding Volunteer" recognition in 2005.
- ✓ Comprehensively developed and mentored new sales representatives.

COMPANY, INC., ATLANTA, GA

2001 – 2002

Southeast Sales Manager

Led targeted sales and new business development decision-making among a competitive 12-state territory for a premier manufacturer of fiber optic connectivity products. Delivered full profit / loss accountability and oversight for alternate OEM market's B2B sales operations. Trained, coached, and mentored a top-performing team of sales representatives, along with continually providing leads and assisting on team-oriented sales calls.

- ✓ Re-built a long-term relationship with the company's largest account.
- ✓ Generated \$250,000+ monthly to contribute \$5+ million in new revenue.
- ✓ Regularly interfaced among top engineers regarding specialized product design.
- ✓ Established distributor relationships with four new direct channel market partners.

COMPANY CORPORATION, ATLANTA, GA

1999 – 2001

Regional Sales Manager

Coordinated sales and marketing of a flagship product line, including managing sales cycles encompassing leads generation and relationship development. Applied leadership talents toward serving as one of 11 regional managers.

- ✓ Boosted regionally based growth of distributor performance by 30%.
- ✓ Increased revenue 100% from \$1 million to \$2 million within a two-state region.
- ✓ Collectively targeted commercial, educational, public-sector, and OEM accounts in GA and SC.

COMPANY NAME, NORCROSS, GA

1997 – 1999

Regional Communication Sales Manager

Expertly managed launch of a communications product for GE electrical and communication supply distributor. Served as a key liaison between manufacturers, distributors, management, and sales force. Created sales incentive programs.

- ✓ Consistently achieved #1 ranking in the sales region.
- ✓ Successfully increased revenues from \$8 million to \$12 million.
- ✓ Led, trained, and managed a 70-member inside / outside sales force and 130 distribution sites.

THE NAME OMITTED COMPANY, ATLANTA, GA

1992 – 1997

Southeast Regional Sales Engineer

Directed full life cycle sales processes for a multifaceted line of a manufacturer of connectivity products, including aggressively selling to end-users and contractors through 10+ authorized distributors in multiple locations throughout seven states. Built and / or educated distribution sales teams which was instrumental in exceeding business objectives.

- ✓ Ranked as one of the "Top 2 of 12" national sales engineers for five consecutive years.
- ✓ Generated sales revenue of \$5 million in 1997 culminating in a 650% increase across five years.

NAME, SUWANEE, GA

1987 – 1992

Major Account Representative

Drove outside sales for a distributor of communications products representing 600+ manufacturers. Profitably targeted Fortune 500 / 1000 companies, institutions, and aerospace industry while providing solutions sales to vertical markets.

- ✓ Achieved Anixter's "Million Dollar Club" status in 1988.
- ✓ Consistently surpassed corporate sales objectives by 120% annually.
- ✓ Expanded account base of 40 by 25% annually for five consecutive years.

EDUCATION, PROFESSIONAL DEVELOPMENT & TECHNICAL SUMMARY**Bachelor of Arts Degree**

NAME OF COLLEGE

Six Sigma | Sales Builders "Quid Pro Quo" | LAN Products Sales Training | Microsoft Office Suite | Salesforce