

REGAL RESUMES

Address
City, State, Zip Code

Available for Relocation

info@regalresumes.com
Phone Number

CUSTOMER ORIENTED SALES PROFESSIONAL

Over nine years of experience developing new business, creating effective client relationships, and maximizing profits. An effective self-starter known for designing and implementing procedures that achieve common goals and exceed targets. Consistently succeeding in recognizing future opportunities that align with company and client missions and values.

Core competencies include:

- Client Relationship Management
- Team Building and Leadership
- Company/Client Networking
- Effective Communication
- Contract Negotiations
- Sales / Account Development
- Presentations and Training

"We were fortunate to have Client Name working for us on contract. In just the short time he was with us we saw an increase in profits and consistent positive customer feedback..."

- Name, Company

"I have worked with Client Name for the past four years and his professionalism and dedication to his job and the company exceeds all expectations..."

- Name, Company

WORK EXPERIENCE

COMPANY NAME, City, State
Sales Account Executive

[year-2010]

- Contributed to 30% sales growth of payroll processing and tax filing / payments services by implementing a timesaving system, which enabled employees to spend time on gaining revenue.
- Completed successful cold calls and developed new client relationships; built and maintained relationships with personal follow-through and the ability to listen to the clients' needs.
- Achieved #1 sales rank due to paying close attention to client needs and thereby ensuring client satisfaction. Recognized by senior management with 'Outstanding Salesman Award'.
- Effectively liaised between the company and the clients; serviced accounts, answered questions, and resolved problems; this improved client relationships through difficult operational challenges.

COMPANY NAME, City, State
Retail Planning Manager

[year-year]

- Obtained an 87% conversion rate with successful cold calls and fostered new clients by building relations with personal follow-through and a keen ability to listen to clients' needs.
- Introduced elaborate documentation on quarterly bridges, plan explanations, weekly, and monthly reports; also focused on strategies, risks, and action plans.

COMPANY NAME, City, State
Sales Service Manager

[year-year]

- Instrumental in the division's 23% SKU increase; which took place within one year after the launch of strategic sales plan.
- Surpassed company goals by placing new products in 75% of key accounts; this increased penetration of existing products from 5.7% to 8.7%.
- Implemented a defective allowance policy across all international department stores, resulting in \$450,000 annual savings.

WORK EXPERIENCE CONTINUED

- Pursued the root cause of issues; challenged company practices while identifying and implementing process change and this resulted in the avoidance of \$1.8 million in customer deductions.
- Led within the company; ran meetings, supervised, managed, trained, and developed the sales representatives and analysts; gave account-specific information to the sales representatives for business management.
- Researched and analyzed previous years' shipments to operating plans and successfully monitored bookings against the forecasts.

Customer Compliance Manager

[year-year]

- Reached \$1.6+ million in claim reversals within first fiscal year of working with new company partnerships and client relationships.
- Saved company \$300,000 in annual procurement and purchasing expenses by negotiating deductions and establishing cost-effective solutions.
- Communicated and led by example within all departments ensuring that customer account specifications complied with routing and vendor guidelines.

COMPANY NAME, City, State

[year-year]

Business Development Manager

- Developed and implemented successful business strategies; resulting in over two new accounts weekly, reaching and exceeding sales goals.
- Obtained revenue generating business development due to successful cold calls and sales presentations.

EDUCATION & PROFESSIONAL DEVELOPMENT

University Name, City, State

- Master of Business Administration

University Name, City, State

- Bachelor of Business Administration, Marketing

Workshops / Seminars:

- Outstanding Customer Service Skills
- Management / Supervisory Training
- Ethics of Selling
- Industry-specific Services and Products

COMMUNITY INVOLVEMENT

City Name, Chamber of Commerce

- Volunteer through company affiliations

Sales Leaders, State

- Former President and active member