

## NAME

Address • City, State, Zip  
Phone # • [XXXX@hotmail.com](mailto:XXXX@hotmail.com)

## SALES MANAGEMENT

Loyal, driven, and gregarious sales consultant with a track record of increasing revenue through an exceptional ability to build solid client relationships. Confident communicator with strong leadership and managerial skills. Personable and trustworthy with proven track record of meeting and exceeding company goals. Areas of proficiency:

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Client Relationships • Interpersonal Communication • Oral & Written Communication  
Teamwork & Leadership • Agricultural Industry • Food / Beverage Industry

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## PROFESSIONAL EXPERIENCE

### COMPANY 1, Indianapolis, Indiana • 2008-Present

**Sales Consultant:** Leverage season ticket and group sales to individuals and businesses. Collaborate with large corporations to host clients at different locations. Monitor services for and build rapport with an average of 300 clients. Conduct cold calls and follow-ups to solicit season ticket leads. Schedule and perform business package presentations to area groups. Implement contracts, collect revenue, guarantee delivery of programs, and ensure quality customer service. Cultivate relationships with current and prospective clients.

- Boosted revenue \$20K+ during 3<sup>rd</sup> quarter through new sale solicitation.
- Achieved 3<sup>rd</sup> place ranking with \$9K+ in new monthly sales.
- Contributed to team's placement as 2<sup>nd</sup> in overall sales.

### COMPANY 2, Crawfordsville, Indiana • 2006-2008

**Financial Services Officer:** Created and nurtured solid relationships with business customers within consumer and agricultural industries. Initiated and analyzed customer credit needs to determine financial strategies. Established mortgages and cooperated in negotiating loans for clients wishing to purchase a home in rural areas. Performed cold calls and networking to market financial services to community organizations. Supervised 2 customer service representatives.

- Surpassed annual 4<sup>th</sup> quarter goal by bringing in \$2.1M of new revenue. Current year is on track to exceed sales goal by \$4.4M.
- Attained top 20 ranking for new sales for 2007 rookies.

### COMPANY 3, Omaha, Nebraska • 2006

**Merchant Trader:** Administered all transportation logistics through cooperation with managers of 5 facilities. Communicated with dispatchers about location of drivers. Played a key role in daily trading of animal by-products.

### COMPANY 4, Lebanon, Indiana • 2005-2006

**Field Scout:** Investigated for infestations and diseases in 1,200 acres of seed corn. Partnered with farmers in ascertaining appropriate chemical usage.

- Contributed to effective problem solving through clear oral and written communications.

### COMPANY 5, Battle Ground, Indiana • 2003-2005

**Sales/Marketing Specialist:** Designed marketing plan for 1920's living history museum. Teamed up with local media to promote museum services. Contributed to grant writing and printed promotional materials. Conducted educational tours. Directed payroll and oversaw communication of website alterations.

## EDUCATION

**Bachelor of Science in Agribusiness Management**  
University, West Lafayette, Indiana

**Coursework towards Associate Degree in Science**  
County College, Crystal Lake, Illinois

**Professional Development**  
Advanced Sales, Cutco

## COMPUTER SKILLS

Microsoft Office