

James W. Bluefield (Sample Resume)

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Profile

High-Energy, Customer-Focused Outside Sales Representative

with core competencies in the following areas:

- New Client Development – Cold Calls/Prospecting
- Territory Development & Management
- Client Needs Assessments
- Solution-Based Sales Presentations
- Closing the Sale
- Ensuring Client Satisfaction
- Account Management

Summary / Strengths

- **Background encompasses extensive outside sales experience** utilizing a strong work ethic and a commitment to meeting and exceeding organizational sales & profit objectives.
- **Strengths:** Strong negotiation, persuasion, and presentation skills; excellent interpersonal and communication abilities; self-motivated with a results-oriented mindset; works well independently.

Areas of Expertise

- Business Development
- Client Retention
- Tradeshow Representation
- Market Research
- Maintaining Product Knowledge
- Salesforce (CRM)
- Upselling Existing Clients
- Managing New Product Launches
- Relationship-Building
- Networking
- Microsoft Word, Excel & PowerPoint
- Resolving Client Issues in a Timely Manner

Education

Bachelor of Science in Communication, Minor in Marketing

University of South Carolina Upstate, Spartanburg, South Carolina

- Honors: Dean's List
- Activities: Member of Marketing Club

Associate of Science – Transfer Degree

Greenville Technical College, Greenville, South Carolina

- Honors: President's List

Professional Experience

► Sambient Sales & Distribution Company

Laurens, South Carolina

May 2004 to Present

Outside Sales Representative

- Sell and promote packaging products to manufacturers across a three-state territory (South Carolina, North Carolina, and Georgia), driving revenue growth and expanding market share.
- Develop and implement a strategic sales plan to maximize market penetration and identify new business opportunities.

- Collaborate with internal teams to enhance customer experience and ensure seamless order fulfillment.
- Manage a growing portfolio of seventy-four accounts, reflecting a 34-account increase since 2005 through proactive business development and client retention strategies.
- Lead all aspects of the sales cycle, including prospecting, cold calling, client needs assessments, sales presentations, price negotiations, deal closures, and post-sale support to ensure customer satisfaction.
- Establish and maintain a highly effective referral system, generating continuous leads for new business development.
- Designed, developed, and currently manage the company website, incorporating functionality that allows customers to seamlessly reorder products online, improving efficiency and customer convenience.
- **Achievements:** Selected to **mentor and develop** new outside sales representatives based on outstanding performance; all three employees **surpassed sales quotas within their first year**; successfully **recaptured four lost accounts** in the first year of employment, adding **\$290,000** to annual revenue; recipient of the **“President’s Club” award** for exceptional sales performance in **2023, 2020, 2019, 2017, 2016, 2012, 2008, 2007, 2006, and 2005**; recognized as **“Salesman of the Month” 42 times** throughout employment; **won sales contest in 2012**, earning a **trip to Hawaii**; awarded a **cash bonus in 2018** for securing the **“most new accounts”** out of a team of 14 salespeople.

► **Jay’s Food Brokerage & Warehousing**
Greenville, South Carolina

June 1996 to May 2004

Account Executive

- Managed sales of food products to restaurants, hospitals, and universities across the Upstate of South Carolina, driving revenue growth and expanding market share.
- Proactively prospected for new clients while maintaining and upselling existing accounts to maximize sales opportunities.
- Developed in-depth expertise in diverse product portfolio of 15,000+ food items, ensuring tailored recommendations to meet customer needs.
- Organized and led product sampling events and food tastings to introduce and promote new items, enhancing customer engagement and product adoption.
- **Achievements:** **Promoted to Account Executive in 1997** from a Sales Support role based on outstanding performance; earned the **“Diamond Club Award”** for achieving **record-breaking company sales in 1998, 1999, 2001, and 2003**; **won a company-wide sales contest in 2000**, receiving an all-expenses-paid **trip to Bermuda**; secured a high-profile placement of food products in **Bentley’s Steakhouse** locations in South Carolina, leading to a **national sales account** with over **46 locations nationwide**.