

Sample Professional Resume

Jerry Job Seeker

JerryJobSeeker@email.com
Open to relocation/travel 70%
Bilingual (English/Spanish)

212.456.7890
Currently residing in Houston, TX
Non-smoker

International Sales Manager in multiple industries of manufacturing, IT, and startup.

Skilled with significantly increasing net revenue by implementation of innovative, proven management, motivational and sales training techniques. Articulate with strong attention to detail in organizing and executing various programs simultaneously. Prioritizing multiple tasks and deadlines with minimal supervision, and the ability to maintain and adhere to multiple budgets.

Selected Accomplishments

- Inherited and then overcame a \$5,000,000 deficit in a badly designed national sales promotion by completely redesigning and developing a far superior plan resulting in a new system that reduced typical man hours the sales staff devoted to plan by 23% while increasing sales more than \$1,000,000 per quarter.
- Saved over \$500,000 annually in key sales communication systems and national transportation expenses while improving level of service to clientele.
- Dramatically reduced sales staff turnover by 28% due to more focused recruiting and selection process. Enhanced training and the creation of targeted management groups resulting in countless man-hour savings.
- Analyzed and merged more than 14 compensation plans into one corporate plan that resulted in a savings exceeding \$270,000 the following fiscal year while continuing to fairly compensate the sales staff for their efforts.

Experience

Giant National Employment Website, Atlanta, GA

Jan 2017 – Oct 2021

Director, West Coast Sales

Giant National Employment Website is recognized as one of the leading employment websites worldwide.

Gulf Coast Group Internet, Houston, TX

Mar 2014 – Dec 2016

Sales Manager, South Central US

The Texas based Gulf Coast Group is one of the nation's leading providers of employment internet related solutions such as resume screening services and applicant tracking systems.

The Express Internet Company, New Orleans, LA

Feb 2009 – Mar 2014

Employment Internet Startup Consultant

The Express Company, currently operating profitably in 27 markets in 13 states, offers turnkey Internet services from web design to network applications with staff of 33 employees.

Bachelor of Science Management, Park University, Parkville, MO

2008

Veteran USAF, Honorable Discharge

Member, Board of Directors, Ronald McDonald House

Computer Skills

Salesforce, MS Project, Advanced Excel, PowerPoint, and Proprietary Database.