

J.B. ANYBODY

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OBJECTIVE

To secure a rewarding position in Sales & Marketing where my years of experience as a Regional Account Manager and Promotional Specialist will be of value to profitable operations.

EXPERIENCE

XXXX, Inc. – Salt Lake City, UT

2002-Present

Territory Sales Manager

2005-Present

- Manage over 75 channel accounts with professional construction wholesalers in a regional territory of UT, ID, and MT
- Build profitable business relationships, negotiate favorable contracts, and coordinate product trainings
- Grew territory from \$1.5M to over \$2.5M in annual sales
- Added 15 new customers and exceeded company forecasts by as much as 15%
- Won the “Irwin Blue Bucks” competition in 2007 out of 45 other reps based on overall growth, competitor conversions, and new accounts setups
- Presented with the “Top Vendor” award in 2006 & 2007 from Industrial Supply
- “#1 in Sales” award in 2008 out of 40 other territory managers companywide

End-User Marketing Specialist

2004-2005

- Planned, scheduled, and instructed training sessions for channel customers of Irwin Industrial Tools, a Newell Rubbermaid company
- Coordinated special promotional events to increase brand awareness and drive sales
- Converted over 50 new clients and increased regional sales by 35%
- Received the “Hard Hat” award in 2004 out of 10 other reps for outstanding contributions and for demonstrating leadership

District Sales Representative

2002-2004

- Managed \$800K in Home Depot accounts within Southern California
- Trained over 300 associates on how to effectively promote Newell products
- Increased sales at 9 regional stores by more than 30% through successful strategic promotions and creative merchandising
- Consistently exceeded quotas and surpassed company expectations
- Received “Top Sales” Award on 5 occasions

EDUCATION

Brigham Young University – Laie, HI **2000-2001**

Bachelor of Science in International Business Management

- Minor in Computer Information Science
- Executive VP of Students in Free Enterprise (SIFE)
- VP of Communications for the American Marketing Association

San Diego State University – San Diego, CA **1999-2000**

- President & VP of the LDS Student Association

Grossmont Community College – Sand Diego, CA **1998-1999**

- President of the LDS Student Association

Additional Courses in: Leadership, Presentation Skills, Sales Finance, and Strategic Selling

RELEVANT SKILLS

- Accomplished promotional professional with a proven track record of surpassing sales targets and exceeding revenue goals
- Capable of developing new business in large geographic territories and effectively managing profitable relationships with key accounts
- Comfortable conversing with a wide range of potential business partners and building rapport as an approach to successful selling
- Able to multi-task and work effectively with a high volume of information
- Highly organized and capable of prioritizing workloads to meet deadlines
- Consistently recognized as a top performer and an asset to any sales organization