

Resumagic.com Sample Resume: Corporate Sales Executive

Patricia Johnson

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SALES & MARKETING EXECUTIVE

Aggressive sales professional with seven years' experience in territory development, major account management and public relations. Skilled in management, sales and marketing of computer equipment and products to Fortune 500 companies. Have consistently met or exceeded sales quotas

Professional Experience

Corporate Sales Executive, Name of Company, City, ST

04/02 - Present

Manage sales of SUN Microsystems, HP, and Cisco product lines to Fortune 500 companies. Forecast sales and market trends, and maintained East Coast corporate accounts.

- Directed the development and management of European wholesale accounts
- Exceeded annual sales quota by \$500,000 and gross profit by 30%

Regional Business Manager, Name of Company, City, ST

03/00 - 03/02

Managed new and existing corporate accounts for SUN Microsystems, HP, and Cisco Systems product lines. Managed two Account Executives and maintained computer hardware inventory.

- Achieved over \$3.5 million in sales in two year period setting a company record for most new accounts created in one quarter
- Advanced from Account Executive to Senior Account Executive to Regional Business Manager for the West Coast Territory in just 13 months
- Increased gross profit \$250,000 in 2000 by resurrecting an inactive account through consistent sales calls
- Designed both print and email-oriented marketing materials for territory

Kitchen Manager, Name of Restaurant, City, ST

10/88 - 01/97

Managed a 16-member kitchen staff and supervised up to 26 wait persons during shifts. Oversaw all hiring, training, scheduling, performance reviews, and safety training.

- Recommended a computerized ticketing system that saved the owner \$50,000 per year by virtually eliminating employee theft and fraud
- Recommended a surveillance system be installed in the food storage areas that reduced employee theft to almost zero
- Reduced inventory costs and kitchen prep time by streamlining the menu to eliminate high cost, low margin items

Education

B.A., Management, Any State University (1992)

Computer skills: MS Office 97 / 2000, Star Office, Act Database, Goldmine, Sales Logix, Baan SolomonV, QuickBooks Professional