NAME

1604 E Willow ● City, ST 00000 ● (800) 867-5309 ● email@gmail.com

ACCOUNT EXECUTIVE

Highly-motivated Sales Professional with over 20 years of experience selling and marketing products in the Manufacturing, Distribution and Construction industries. Dedicated Leader with a history of rehabilitating stagnant markets by developing exceptional marketing plans and sales force training opportunities. Resourceful Sales Manager with executive experience who provides leadership, mission building, strategic planning and product development services.

CORE COMPETENCIES

Strategic Sales Plans ● Sales Leadership & Direction ● Major Account Management
Sales Force Recruitment &Training ● Client Negotiation ● Proposal Writing ● Cold Calling
Effective Hunter ● Client Growth and Retention ● Exceptional Closer ● Budgeting & Forecasting
High-impact Sales Presentations ● Assessment & Analysis ● Marketing Campaign Management

PROFESSIONAL HISTORY

COMPANY BUILDING SYSTEMS, City, ST and City, ST (1988 to 2009)
A company that provides products and services to the pre-engineered building industry.

National Account Manager (1993 – 2009)
Developed new markets in 16 states, handling a heavy travel schedule. Drove new revenue, cultivated business relationships, grew existing client accounts with trucking and distribution firms. Called on Fortune 500 companies, real estate developers, large construction contractor and manufacturing companies throughout the company to develop sales pipeline. Completed the entire sales process of hunting for leads, cold calling, setting appointments, presenting and closing.

Key Accomplishments:

- Exceeded or met annual sales quotas of $2-3 million.
- Succeeded in getting Company approved to bid FedEx projects, and as a result, sold 16 projects that totaled $7.1 million in new revenue.
- Chosen as the exclusive sales representative for 17 projects with Swift Transportation, bringing in $3.2 million in sales.
- Sold a $4.1 million project to US Steel in Ohio.

VP of Marketing (1991 – 1993)
Managed all aspects of marketing efforts for four regions simultaneously, taking full responsibility for budget management. Created new, user-friendly instruction manuals for a computer pricing program.

Key Accomplishments:

- Coordinated a national sales meeting with 900 attendees, serving as MC at the convention.
- Created and produced a new line of company brochures that enhanced sales presentations.

Development Manager (1988 – 1991)
Oversaw all training and development for the company. Developed and executed builder training programs, training district managers and builders. Assisted in recruiting qualified builders.

Key Accomplishment:

- Planned regional sales meetings and acting as the MC.

CHIEF INDUSTRIES, City, ST (1983 to 1988)
A manufacturer of pre-engineered metal buildings.

Sales Representative
Organized and executed a number of national builder sales meetings and events. Created and presented builder training courses. Coordinated builder/construction contractor recruitment.

Key Accomplishment:

- Organized all aspects of national builder sales conventions, choosing the sites, negotiating contracts with hotels, and acting as the MC.

EDUCATION/SKILLS

Undergraduate Work in History (4 Years of Study)
Ouachita Baptist University, City, ST

Military Service

- Sergeant in the U.S. Army Reserves