

Sample Sales Resume

John Doe
1111 22 Avenue
Vancouver, BC V1V 1V1
john.doe@gmail.com

OBJECTIVE: To obtain an Outside Sales Position

PROFESSIONAL EXPERIENCE:

ABC Company **December 2001 - Present**

Corporate Sales Manager, National Accounts Vancouver, BC (9/05 - present)

Responsible for selling back-end software services, which compliments in-house ERP systems, to companies with 1000 or more employees in Vancouver, Edmonton, Calgary, Toronto and Montreal. Achieve quota by consistently calling on C-Level Suite to obtain appointments, decisions, and contracts.

- **Key accounts include Company AAA, Company BBB, Company CCC, Company DDD, Company EEE, etc.**
- **Finished 124% for FY06 - Highest Percent to Quota for Rookies FY06**
- **Achieved Presidents Club Quota for FY06**

Group I Sales Manager Richmond, BC (6/03 - 9/05)

Responsible for driving a 1.25 Million-Dollar Quota by developing, coaching, and retaining a team of 10 Sales Associates (Territory includes Richmond, Burnaby, Surrey and Langley). Responsibilities included selling and closing target accounts, maintaining executive relationships with bank partners, weekly forecasting, planning sessions, ride a longs, trainings, and scheduled interviews.

- **Achieved Presidents Club FY04**
- **Achieved Manager of the Year for FY04**
- **Ranked in Top 10 for Division for FY04**
- **Finished #1 in the Country for December FY04**
- **Sales Manager of the Month Award for July, Sept, Nov, Dec, Feb, March, April, and May FY04**
- **Sales Manager of the Month Award for July, August, and September of FY05**

Area District Manager/Outside Sales Representative Richmond, BC (12/01 - 6/03)

Responsible for selling payroll and human resources to companies with 1 - 99/50 employees (Web-Based, PC Based, HRIS Systems, etc). Achieved Sales Quota by aggressively cold calling

on business targets and developing strategic relationships with CPA's, Clients, and Business Banker's (Bank of Canada, KeyBank, and Cash Bank).

- **Achieved Presidents Club in FY03 (exceeded \$200,000.00 in Sales)**
- **Finished #1 in the office for 175% of Quota for FY03**
- **Achieved ADM of the Month Award for Oct, Jan, March, April, May, and June of FY03,**
- **Finished 150% of Quota for FY02**

EFG Company Burnaby, BC:

December 2000 – December 2001

Account Executive / Sales Recruiter

Developed leads and accounts from scratch by consistently making 30-40 cold-calls per-day on candidates and "C" Level Executives, from small to Fortune 500 Companies. Key accounts serviced included Oracle, Xerox, Tangent Computer, Cintas Corp, Eschelon Telecom, Pivotal Corp, Lanier Worldwide, Enterprise Rent-a-Car, GSK, etc.

- **Won Master of Universe Award for most new accounts per-month, June, July, and November 2001**
- **Won Summer Heat Contest for most new accounts, June, July, August 2001**
- **Quota Crusher Award for 140% to Quota, May 2001**
- **Set Rookie Record for 44 Send-Outs, May 2001**

EDUCATION:

University of British Columbia (UBC), June 2000
Bachelor of Arts Degree, 3.3 Overall GPA

- UBC ASB President: June 1999 - June 2000
- UBC ASB Vice President: June 1998 - June 1999
- UBC SIGMA President: June 1997 - June 1998

SALES TRAINING:

- Miller Heiman Strategic Selling (Blue and Gold Sheeting), Miller Heiman Training
- Advanced Sales Training, Management Training, National Account Sales Training, Automatic Data Processing Inc.
- SPIN Selling Techniques, Neil Rackham
- Cold-Calling Techniques, Stephan Schiffman