

Sample Senior Level Resume

Name

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Objective: A challenging position, which will utilize my extensive sales experience, and that, allows me to grow both financially and professionally.

QUALIFICATIONS SUMMARY

- ◆ 12 Years of outstanding sales accomplishments in three industries
- ◆ Number 1 Ranking in most recent position
- ◆ Strong promotional record

PROFESSIONAL EXPERIENCE

XYZCO Company, USA West Markets Sales Executive

Los Angeles, CA

June 2003 – Present

Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Global accounts billing \$16 million annually; introducing and selling Core Voice and Data Networks, Managed Services and networking equipment; developing complex customer solutions; monitoring and renewing term agreements. Responsibilities include: strategic account planning, sale negotiations and customer relationship building. Proven ability to manage internal teams across the nation and external teams in a highly competitive environment through sales leadership, team building and executive relationships.

Accomplishments:

- 3/2005 Ranked Number One Global Markets West
- 3/2005 Achieved 193% of Core and Services Quota
- 2004 Achieved 237.25% of Core and Services Quota
- 2004 Closed several multi-million dollar deals to include the first master services agreement, bundling multiple services

ABC Company, Senior Account Manager / Priority Markets

San Francisco, CA January 2000 – May 2003 Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Priority accounts billing \$6.5 million annually for the entire suite of SBC products. Managed internal teams and customers in the western region in the Priority Markets.

Accomplishments:

- 2001 Pinnacle Club Winner – Top 1% of Sales
- 2001 President Club Winner – Top 7% of Sales
- 6/01 Pacesetter Winner – Top 7% of Sales
- 2000 Vice President Club Winner
- 2000 Achieved 947% of Equipment and Services Quota
- 2000 Achieved 106% of Core Quota
- April, August, October & December 2000 "Bay Area's Best" Senior Account Manager

ABC Company, Account Manager / Priority Markets

San Francisco, CA November 1995 – December 1999 Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Priority accounts billing \$3.5 million annually for the entire suite of SBC products. Managed internal teams and customers in the western region in the Priority Markets.

Accomplishments:

- 1999 President Club Winner – Top 7% of Sales
- Ranked Number One Account Manager in the Branch
- Ranked Number Two Account Manager in the State
- 1999 “North Bay Achiever” Award Winner
- 1999 Achieved 472.59% of Equipment and Services Quota
- 1999 Achieved 106.27% of Core Quota

EDUCATION & SPECIALIZED TRAINING

Bachelor of Science in Business Administration: Major in Marketing, Minor in Economics
San Jose State University; San Jose, CA 1995

Business Acumen, June 2005

DENM Data Credential Graduate, January 2001 Target Account Selling, December 2000

References furnished upon request