

Mel Hyatt

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Professional Summary

Proven General Manager Sales professional who is able to motivate a sales force and focus it on success. Adept at administrative organization utilizing talent and resources and meeting or exceeding all sales goals. Specializes in home improvement and landscaping products.

Core Qualifications

- Dedicated to molding exceptional sales professionals
- Have never missed a sales quota as a general manager
- Has experience building sales teams from the ground up
- Able to work closely with marketing and engineering departments
- Exceptionally strong communication and presentation skills
- Constantly expanding sales and product knowledge

Experience

General Manager Sales

6/1/2009 - 7/1/2014

Gent Industrial Sales

New Parkland, CA

- Responsible for managing sales force and achieving monthly and quarterly sales quotas as set by executive team.
- Responsible for maintaining product and sales training for entire sales staff.
- Responsible for hiring and firing sales professionals as needed.

General Manager Sales

2/1/2005 - 6/1/2009

Home Products Incorporated

New Parkland, CA

- Responsible for all sales activity that went to local commercial and industrial sites.
- Responsible for all sales representatives who worked directly with local contractors.
- Responsible for maintaining proper staffing by hiring and firing sales professionals as needed.

General Manager Sales

7/1/1997 - 2/1/2005

Ballistic Sales**New Parkland, CA**

- Responsible for starting two new sales divisions and making sure that each sales division meet or exceeded its monthly quota.
- Responsible for maintaining a sales and product training schedule for each sales professional.
- Responsible for hiring and firing sales professionals as staffing needs dictated.

Education**Bachelor of Science - Sales****1997**

University of Mountain Hills

New Parkland, CA