

JESSICA CLAIRE

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SUMMARY

SALES MANAGEMENT PROFESSIONAL: Accomplished professional consistently recognized and awarded throughout 20 year Sales Management / Sales career, delivering revenue and profit growth in challenging and highly competitive markets. Combine strong technical and business acumen with Bachelor's Degree in Business Administration. Areas of strength and expertise include: **Sales Team Training & Leadership / Jessicatory Development & Management / New Business Development / Key Account Relationship Management / Competitive & Needs Analysis / Proposal & Contract Management**

EXPERIENCE

11/2012 to Current **Digital Solutions Manager**

Sodexo Usa – Williamsburg, VA

- Top Quota Performance 2015 - Ranked 1st Nationally in Reputation Management / Social Advertising Management products / Ranked 2nd Nationally in Overall Revenue Performance.
- Developed a template for Jessicatory planning and weekly recaps Exceeded new digital revenue of \$550,000 dollars annually Mentorship, Training & Development of new Digital Managers that included hosting New Hire webinars to Assist on Product and Process.
- Hosted Best Practices sessions for the sales team to discuss sales process and objection handling techniques that are working in the field.
- Proficient in Salesforce.com, PowerPoint, Excel and Word.
- Versed in Strategic Selling and presenting to large Dealer groups and Top Officers.
- Managed a tri-state Jessicatory; recon calls, cold colds and referrals.
- Close Complex Sales transactions.
- Product Knowledge: Technology Products Responsive Websites, SEM / SEO, Reputation Management, Social Advertising Management, Conquest and Loyalty Email / Direct Mail and Direct Mail Managed Marketing.

2009 to 10/2012 **District Manager / Digital Advertising**

Stone Brewing Company – CA

- Basic Duties of Strong Sales Management Including: Meeting Sales Goals, Negotiation, Selling to Customer Needs, Motivation for Sales, Sales Planning, Building Relationships, Coaching, Managing Processes, Market Knowledge, Developing Budgets, Staffing.
- Top Performance in Midwest District Including, Ohio, Illinois, Indiana, Wisconsin Exceeded market penetration percentages and maintained retention Digital Advertisers Exceeded Annual gross and net profit plans by implement Marketing and Sales strategies Established sales objectives - quotas and development plans for each of my regions with projected revenue and profits on Core products as well as Ancillary projects.
- Completed Annual Competitive Research and Analysis for each of my Jessicatories Increased staff by recruiting, selecting and providing Orientation and Training to new employees Maintained staff and revenue results by counseling, coaching, planning and ongoing appraising of results.
- Proficient in Salesforce.com, PowerPoint, Excel and Word.

04/2002 to 08/2009 **General Manager**

Dominion - Employment Media – STATE

- Strong Focus on Sales Leadership & Training Assisting in the creation and sales process implantation of several Ancillary products including "The Nurse Recruiter", "OT / PT Recruiter" and "Ford Buyouts".
- Top Performance in Ohio Exceeded market penetration percentages and maintained retention Digital Advertisers Worked with internal and external teams to structure deals.
- Achieved company awards including company sponsored trips.
- Engaged with new hires for best practice training.
- Managed and closed sales transactions with multi-team sales staff.

04/2000 to 03/2002 **Account Sales / Print and Digital Advertising**

Dominion - Employment Media – STATE

- Top Quota Performance - Ranked 1st Nationally in Revenue Quota Performance 2001 / out of 400 sales reps.
- Exceeded new digital revenue Goals by 200% Mentorship and training of new Account Sales Reps Achieved company awards including company sponsored trips.
- Versed in Strategic Selling and presenting Managed Ohio Jessicatory; recon calls, cold colds and referrals.
- Close Complex Sales transactions.

EDUCATION

Bachelor of Arts of Business Administration

Cleveland State University - Cleveland, OH

INTERESTS

Family, Travel, Working Out, Boating and My 2 Dobermans Ella and Achilles

AWARDS

- Top Revenue Performance Nationally / PRIME - 2014 & 2015
- Leadership Award / 2015
- Presidents Club - Overall Revenue Performance (Trips Cancun, Mexico and Bermuda) /Consecutive Years in 2005, 06 and 07; again with DDS in 2014 & 2015
- Awarded Teamwork Award for strategic and account management
- Revenue Idea National Award / 2007

SKILLS

Advertising, Basic, Budgets, Coaching, com, Competitive Research, counseling, Direct Mail, Email, Focus, Leadership & Training, Managing, Market, Marketing, Marketing and Sales, Excel, PowerPoint, Word, Negotiation, presenting, Processes, profit, recruiting, Recruiter, Selling, Sales, Sales Management, Sales Planning, Staffing, Strategic, Websites

ADDITIONAL INFORMATION

- Interests Family, Travel, Working Out, Boating and My 2 Dobermans Ella and Achilles