

JOHN SMITH

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City, State 00000

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NATIONAL SALES MANAGER

PROFILE

High-capacity sales experience in new business development, key account management, branding strategies and territory growth initiatives in international B2B and industrial marketplaces. Proficient as a strategic thinker, process advocate and product champion in all aspects of value-added solution sales, including market analysis, new product development, deal accountability and client relationship building.

- Highly skilled in developing and implementing successful business plans for high-impact product offerings with a confident selling approach; rapid delivery of high-growth revenue results.
- Influential communicator with strong interpersonal talents in translating client requirements into simplified business terms and benefit summaries that drive executive decision-making and account retention.
- Entrepreneurial expertise in the negotiation and execution of complex contracts and agreements with top management, major vendors and key decision-makers.
- Self-motivated to achieve peak team performance, penetrate competitive markets, maintain optimal customer satisfaction and meet aggressive business objectives.
- Proficient in building, training, motivating, mentoring and directing top-performing groups of sales and marketing professionals; fully familiar with P&L, large-scale budgeting and cost controls.
- Hands-on stewardship abilities in building and retaining key accounts and profitable relationships with commercial and industrial market leaders in North America and Mexico.
- Expertise in fluid power, robotics and power transmission technologies.

AREAS OF EXPERTISE

New Business Development • Strategic Planning • Sales Lifecycle Management • Relationship Building • Performance Metrics • Competitive Market Analysis • Business Savvy • P&L/Budgeting • Revenue Generation • Profit Building • Contract Negotiations • Target Marketing • Change Management • Account Optimization • Purchasing • Distribution Channels • Internet Marketing • E-Commerce • Product Launch

EMPLOYMENT & ACCOMPLISHMENTS

Motiontech Industrial Inc., Newmarket, ON

2000 – Present

Director

Founded and grew this company into profitability as a successful distributor and seller of pneumatic, hydraulic, vacuum and related industrial products. Utilize expertise in P&L, budgeting, purchasing, shipping/receiving and market knowledge. Hire, train, supervise and motivate a team of up to 3 professionals. Advanced knowledge of MS Office, SolidWorks and AutoCAD design software.

- Consistently achieved sales growth from \$150,000 in 2001 to \$560,000 in 2007.
- Acquired several exclusive product lines to sell into the US market in 2005; also closed new business in Mexico.
- Designed and produced a private line of industrial components since 2005; successfully sold to the manufacturing sector.
- Personally designed and launched the company website, along with brochures, catalogs and other marketing collateral.
- Key clients included: General Motors, Ford, Cooper Standard, EMI Companies, ABC Group, IBM Canada, Magna, Ventra Group and others.