

123 Elm Street
Lowell, MA 01850

JESSE KENDALL

978.555.5555
jkendall@notmail.com

OUTSIDE SALES

Dynamic sales professional with valuable experience in outside sales. Established reputation for identifying and resolving a customer's decision barriers and closing the sale. Successful history of exceeding challenging quotas and winning customer loyalty. Keen understanding of the human buying motive with a proven willingness to ask for the sale. Strong telephone and in-person sales presence; reputation for displaying integrity and professionalism as a frontline corporate representative. Highly organized and self managed with a great work ethic. Core competencies include:

- | | | |
|---|--|--|
| <input checked="" type="checkbox"/> Account Management | <input checked="" type="checkbox"/> Sales Prospecting | <input checked="" type="checkbox"/> Customer Service |
| <input checked="" type="checkbox"/> Sales Presentations | <input checked="" type="checkbox"/> Closing Techniques | <input checked="" type="checkbox"/> Microsoft Office Suite |
| <input checked="" type="checkbox"/> Networking | <input checked="" type="checkbox"/> Client Follow-Up | <input checked="" type="checkbox"/> Salesforce & ACT! |

OUTSIDE SALES EXPERIENCE

ABC PROMOTIONS UNLIMITED, INC. – Lowell, MA

Outside Sales Representative – Eastern Territory

20xx to Present

Conduct daily in-store promotions for this leading newspaper sales and marketing corporation. Design promotions to increase advertisers' foot traffic and revenues while increasing the newspaper's circulation. Document and report weekly production figures. Process customer payments for products and services. Oversee three junior sales representatives.

Selected Accomplishments:

- Drove territory to #1 national ranking (20xx and 20xx).
- Penetrated the previously untapped market of Washington, DC, and surrounding metropolitan areas.
- Achieved 130% and 150% of goal (20xx and 20xx, respectively).
- Earned Team of the Quarter recognition twice.
- Recognized as the #1 Producer of the Quarter for the East Region.
- Ranked #3 out of 123 representatives in a national sales contest.

BCD MEDICAL TRANSPORT – Washington, DC

Outside Sales Representative

20xx to 20xx

Expanded business and ensured growth of established accounts for a company generating \$6 million in annual sales. Recruited by the owner of this start-up business to grow outside sales in the medical transport industry. Supervised two staff members to sell services to hospitals, nursing homes, Medicaid, and Public Aid to acquire new business.

Selected Accomplishments:

- Signed 14 lucrative service contracts that generated \$3 million in annual revenue.
- Generated revenue of \$500,000 in three years by creating demand for a premium product.
- Increased sales by \$7 million over a five-year period.
- Expanded the contractor customer base by 15 new companies over three years.
- Earned numerous awards in recognition of sales achievements:
- Slashed printing costs by suggesting that the region's products availability information be posted to the company Web site.

EDUCATION

XYZ UNIVERSITY – Lowell, MA
BS in Business Management, 1984