

# JESSICA CLAIRE

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☎ (555) 432-1000

📍 Montgomery Street, San  
Francisco, CA 94105

## SKILLS

- Excellent communication skills
- People-oriented
- Dependable
- Strong interpersonal skills
- Previous Ag sales experience
- Excellent knowledge of Ag equipment and operation
- CDL certified

## EDUCATION

**Wallace Community College**  
Dothan, AL • 2001

*Associate of Arts: Machine Tool  
Technology*

**Rehobeth High School**  
Rehobeth, AL • 1999

*High School Diploma*

## PROFESSIONAL SUMMARY

Sales professional with exceptional agriculture equipment knowledge and experience in product sales and assessing customer needs. Motivated to generate and increase sales while delivering top-notch customer care. Seeks a position in equipment sales at KMC.

## WORK HISTORY

**Holland Machine Shop - CNC, lathe and milling machine operator**  
*City, STATE • 04/2001 - 06/2002*

- Maintained operation of CNC machine, lathe, and Milling machine
- Delivery of special order products to customers

**Blake Kirkland Farms - Farm manager and operator**  
*City • 06/2002 - 02/2010*

- Operating and maintaining large agricultural equipment on a daily basis
- Cultivating 600 acres of farmland, which included harvesting peanuts, cotton, soybeans, and costal hay
- Custom cotton picking
- Tended to 75 head of livestock on a daily basis
- Built strong working relationships with other farmers

**SunSouth Dothan - Agricultural Equipment Sales**  
*City, STATE • 02/2010 - 06/2015*

- Assisted new and existing customers with sales and service of new and used agricultural equipment
- Built relationships with customers to promote long term business growth
- Attended monthly sales meetings and quarterly sales trainings.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Attended John Deere agriculture equipment training classes to further advance my knowledge of products

**Tri-State Commercial Tire - Agriculture Tire Sales**  
*City, STATE • 06/2015 - Current*

- Assisting new and existing customers with sales and maintenance of agricultural tires.
- Negotiated prices, terms of sales and service agreements.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Selected the correct products based on customer needs, and product specifications.
- Consistently maintain contact with customers to promote business growth

## ACCOMPLISHMENTS

- 2000-2001 Presidents List at Wallace Community College
- 2005-2016 President of Rehobeth Young and Adult Farmers Organization

## ADDITIONAL INFORMATION

### References

- Kenny Woodham, 334-405-9425
- Todd Ward , Sales at SunSouth Abbeville, 334-432-0381
- Daniel Draughon , Store Manager at Tri-State Commercial Tire, 334-435-3837
- Bill Morton, Sales at Atlantic Southern, 334-714-8771