

JOHN SMITH

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Seeking Position As:

SALES PROFESSIONAL

High-producing, performance-driven Sales Professional with superb sales talent, able to quickly and easily build rapport and establish trust with clients; strong leadership and motivational skills; recognized for commitment to excellence and consistently exceeding revenue goals and winning awards for top performing achievements.

- ◆ 100% Commission-Driven
- ◆ Superior Oral Communications
- ◆ High-Impact Presentation Skills
- ◆ Persuasion & Negotiation Techniques
- ◆ Top Revenue Generator
- ◆ Quickly & Easily Builds Rapport

CAREER HIGHLIGHTS

- **10+ Years Experience in Selling Timeshare Vacation Packages** resulting in achieving **TOP PERFORMER** in Sales Volume for each year in:
o 2000 (Suncatcher Vacation Club)
o 2001 (Suncatcher Vacation Club)
o 2008 (Flash Point Marketing)
o 2009 (Flash Point Marketing)
o 2010 (Flash Point Marketing)
- **History of Meeting and Exceeding Target Goals:** My approach is unique because I have only 90 minutes total to present a vacation package, speak one-on-one with the clients and then close the deal by asking for \$10k to 20k; therefore the need to focus on short-term sales strategies is crucial in successfully returning consistent high-achieving results. Even in the face of challenging economic times and an ultra competitive market, I'm able to produce revenue growth and achieve **TOP PERFORMER** status.
- **Communication / High-Impact Presentations:** Superb presentation skills while maintaining active audience engagement; present to clients in both a group setting and one-on-one for 45 minutes; generate enthusiasm and excitement and strong ability to create a need for the product or service I'm selling; utilize effective persuasion and negotiation techniques to appeal to the needs of the client.
- **Sales Management / Motivating Sales Teams:** After achieving consistent high sales performance, I was promoted to Sales Manager in which I was accountable for motivating, training and coaching a successful team of Sales Representatives through their process of selling timeshare vacation packages; held weekly sales meetings and conducted on-going training and mentoring to continue generating revenue growth and client base.

PROFESSIONAL EXPERIENCE

Flash Point Marketing, Fairmont, BC, Sales Representative

Jan. 2008 – Dec. 2010

- 2 year project: Traveled to Hotels in North America, giving presentations to existing timeshare clients and converting them from traditional vacation ownership to a point system; successfully converted approximately 10,000 clients.

Chateau World of Resorts, Edmonton, AB, Sales Manager

Jan. 2005 – Jan. 2008

- Managed a team of people selling timeshare packages for vacation resort in Canmore, AB; administered HR duties by hiring staff and conducting performance evaluations. Provided the developer with frequent statistical reports on the closing of resort sales.

Club All Seasons, Edmonton, AB, Sales Manager

Jan. 2002 – Jan 2005

- Managed a team of people selling timeshare packages for vacation resort in Mont Tremblant, QC; administered HR duties by hiring staff and conducting performance evaluations. Provided the developer with frequent statistical reports on the closing of resort sales.

SunCatcher Vacation Club, Edmonton, AB, Sales Representative

Sept. 1999 – Jan. 2002

- Sold timeshare vacation packages for a Resort developer in Phoenix, AZ; Top Performer in 2000 & 2001

EDUCATION

Business Diploma, Major in Accounting

2005

Northern Alberta Institute of Technology, Edmonton, AB