

JOHN SMITH

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City, State 00000

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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
Northern Alberta Institute of Technology, Edmonton, AB

2005