

# **John Smith**

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**Objective:** Obtain a sales position where I can utilize my vast relationship building experience to exceed profitability expectations and sales goals.

## **Employment History**

**May 2005 - Current**  
**Sales Director**

**Metal Manufacturing Corp.**  
**San Francisco, CA**

- Consistently achieved and exceeded individual and team monthly revenue sales quotas
- Ensured team called targeted lists in an aggressive time frame
- Set up new group of Sales Developers who developed leads for Sales Managers and Directors resulting in a 25% increase in leads and 20% increase in closed deals

**June 2002 – May 2005**  
**Sales Manager**

**Big Auto Company**  
**Las Vegas, NV**

- Increased sales by 20% by implementing new marketing strategies, analyzing market trends and tracking results
- Lead a team of 8-10 sales assistances, provided coaching and professional development
- Responsible for the communication of all critical information to the national sales force including new products, programs, and support services

**April 2000 – June 2002**  
**Sales Assistant**

**Acme Corporation**  
**San Francisco, CA**

- Held the department sales record for selling advertising placements, sponsorships and other products for the Tradeshow industry
- Created new processes for channeling sales leads assuring leads were directed to the appropriate team members
- Processed sales data, progress reports and additional sales records and reports

## **Education**

**1996 - 2000**  
**Communications BA**

**University of California**  
**San Diego, CA**

- 3.0 GPA, Minored in Business Administration, Student Body Treasurer

## **Additional Skills**

- Strong organizational and presentations skills, thorough knowledge of Salesforce.com and CRM tools