

# JOHN MONROE

The role you are applying for?

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JM

## EXPERIENCE

### Directs Sales Representative

**Carroll** 2016 - Ongoing Chicago, IL

Carroll EAD is a telecommunication and television services providing company. The company is primarily engaged in offering internet, digital cable TV and fixed line telecom services.

- Developed and strategized multiple direct marketing campaigns that drew in over \$100M in gross sales.
- Created \$100K + in monthly revenue

### Senior Sales Representative

**Crist** 2012 - 2016 Chicago, IL

Crist is leading the market in providing various telecommunication services

- Achieved 33% of Sales Contribution to the Total Sales in 6 Months.
- Developed business model profitable from first month, with first year revenue in excess of \$40,000.
- More than 300 early adopters registered for less than a month
- achieved extremely low monthly error rate (up to 0%) when creating new items in the DB;

### Solution Sales Executive

**Boyle Ltd** 2006 - 2012 Chicago, IL

Boyle Ltd is an innovation leader in the technologies that connect people and things, combining network infrastructure, software and services, with advanced technologies.

- Worked in the summer of 2014 as Deliveries Associate.
- Worked in a highly experienced team of 10+ professionals, being the youngest
- Started a social media campaign including daily updates across multiple platforms to 75k+ followers
- Closed four Fortune 200 brands and fastest growing startup in Chicago within first six months of employment

### Intern in Sales and Leadership Program

**Renaud** 2005 - 2006 Zagreb, Croatia

Renaud is a company which offers internship for students in sales and marketing. Students run their own business selling an integrated learning system to families throughout North America.

- Overachieved targets by 125% - 150% consistently, peaking at 181%.
- Implemented a detailed 180 day plan to ensure regimented processes and healthy pipeline generation
- Raised €10K from EU Funds
- achieved higher than average speed of work within 3 months in the company;

## EDUCATION

### International Economic Relations (Bachelor's Degree)

**University of Chicago**

2003 - 2008

GPA 4 / 4

## STRENGTHS

### 💎 Creativity

Creating design of newsletters, drafting design of marketing and PR materials

### ★ Teamwork

Working in various roles and responsibilities I find myself as a team player

### 🏆 Can-do-attitude

I am eager to learn, adaptable to changes, goal-oriented

## ACHIEVEMENTS

### Going on exchange in Croatia

Being on exchange with AIESEC taught me discipline and responsibility and also made me aware of different realities.

### Knowing English, Russian and German

I believe languages are thing that opens doors for you and allows you to understand people and different cultures more.

## INDUSTRY EXPERTISE

### Teamwork



### Interpersonal Communication



### Writing Ability

