

## Wesley Wythe

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### Manufacturing Sales Rep – Multimillion-Dollar Revenue

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- Top-ranked sales professional with an eight-year record of success within the manufacturing industry.
- Strong business development skills demonstrated through #1 ranking among 14 first-year employees, membership in Million-Dollar Club and delivery of \$5.22 million in revenues in 2008.
- Adept at building a strong bond with each prospect and customer - from lead generation to close and beyond - through consultative, solution-based approach.

### Experience

#### Account Manager

**5/2007-Present, ABC Company (plastics manufacturer), Sydney**

Charged with developing and executing sales strategies throughout NSW, VIC, QLD. Manage approximately 700 accounts and grow customer base through networking, referrals, cold calling and sales presentations. Accountable for meeting sales quota and maintaining optimal client satisfaction.

#### Key Accomplishments:

- Grew base from \$1.56 million to \$5.22 million in 19 months, increasing accounts from 220 to 700. Consistently met or exceeded monthly quotas by as much as 192%.
- Gained membership in Million-Dollar Club by producing more than \$1 million in sales (2007, 2008).
- Prompted large government client to switch from a competitor's product, resulting in a \$178K sale and unseating of a prevailing competitor in the field.
- Achieved a 90% conversion-rate average on appointment sales (one of the highest companywide).
- Became known as a focused "hunter" of new business, leveraging excellent listening skills and talent for articulating the value-add of represented products and services.
- Earned "Salesperson of the Year" award for top sales results in 2007.

#### Sales Representative

**4/2003-5/2007, DEF Company (printed circuit board manufacturer), Sydney**

Recruited to rebuild region, with responsibility for maximising revenues through aggressive networking, cold calling and consultative sales. Fostered strong customer relationships throughout territory; produced weekly reports documenting sales activities; and kept abreast of trends, competitive products and industry developments.

#### Key Accomplishments:

- Awarded "Sales Representative of the Year" for delivering \$1.2 million in revenue and achieving 123% of plan within first year of hire.
- Continued to exceed sales objectives, outperforming quota by an average of 20% throughout four-year tenure.
- Conducted regional seminars for new product, which increased company growth by 12% despite a sluggish economy.
- Created sales campaigns that catapulted market-share gains from 1% to 14% to dominate specialised markets within the industry.
- Transformed minimally producing territory into one of the company's most lucrative revenue generators. Built trust, salvaged damaged relationships and won back product loyalty.

## Education

### 9/2001-6/2005, ABC College, Sydney

- Bachelor of Science degree in business management; minor in communications
- Completed degree while working full-time

### Professional Development Courses:

- Sales Optimisation Training, Sydney CBD
- Zig Ziglar Sales Achievement Program, Sydney CBD

## Skills

<u>Skill Name</u>	<u>Skill Level</u>	<u>Last Used/Experience</u>
Consultative Sales / Solution Selling	Expert	Currently used/8 years
Key Account Management	Expert	Currently used/8 years
Channel Development & Growth	Expert	Currently used/8 years
B2B and B2G Sales	Expert	Currently used/8 years
Client Relations / Customer Care	Expert	Currently used/8 years
Sales Tracking & Forecasting	Expert	Currently used/8 years
PowerPoint Presentations	Expert	Currently used/8 years
MS Office (Word, Excel, PowerPoint, Access)	Expert	Currently used/8 years
Lead Generation / Pipeline Development	Expert	Currently used/8 years
MS Project and ACT!	Intermediate	Currently used/8 years

## Additional Information

Entrepreneurial business development professional with a passion for sales and service excellence. Consistently recognised for superior performance and contributions to company profitability. Here's what others have to say:

"Wesley is a top sales professional with the drive, ambition and ability to continually succeed. He has achieved outstanding sales results well in excess of 100% of quota on a consistent basis. He has top-notch sales skills and his desire to learn and grow has placed him among the company's best." -- **Joanna Dunn, Supervisor, ABC Company**

"Wesley's professionalism is the main reason we chose ABC Company's product line. He answered all of our questions, followed through when he said he would and customised products that met our unique needs. Kudos to Wesley and your team!" -- **Philip Strong, CEO, XYZ Company**

"We will greatly miss Wesley on our sales team. He has proven to be a dynamic sales leader who will not stop until the sale is made. His next employer will be very lucky indeed." -- **Alison Yu, VP Sales, DEF Company**