**John Doe**

126 East ABC Dr. (555)555-5555

City ABC, State ABC, TX 12345 jdoe@emial.com

***EXECUTIVE SALES PROFESSIONAL***

**PROFILE** A seasoned professional and effectual leader with a proven ability to exceed sales quotas:

* Four years of strong inside/outside sales experience
* Master of presentations
* Extensive cold calling experience
* Powerful but gentle closing abilities
* Passion for gaining personal relationships with clients

**EMPLOYMENT**

2001 – Present **Sales Professional** ABC Resorts

An international company and based in City XYZ that generates $160 Million annually. A market leader and fast-paced inside/outside sales company in vacation ownership industry, ABC Resorts employs over 6,000 people worldwide.

Organize meetings with new and established clients and perform sales presentations that provide clients with information about ABC Resorts. Follow up with owners to answer questions and resolve concerns. Entertain owners by hosting dinners and performing mass presentations. Generate referrals and build personal relationships with each client and close sales by signing contracts.

*Key Achievements*

* Frequently earn recognition for top sales performance
* Rapidly advanced through positions and promoted to sales trainer
* Closed 20% - 30% of all deals

1999 – 2001 **Sales Representative** XYZ Vacation Suites

A fast paced inside sales company in vacation ownership industry with over 20,000 employees and over $200 Million in annual revenues. Performed sales presentations and conducted property tours for clients. Followed up with clients to answer questions and generate referrals.

*Key Achievements*

* Awarded top sales representative eight times in first year
* Broke company’s sales record in second year selling $1.2 - $1.5 Million in revenue each year
* Successful Closing and Upgrading Manager and Training Manager for up to fifteen man crews
* Helped open City XYZ office

1998 – 1999 **Sales Representative/Clinic Coordinator** ABC Animal Clinic

* Kept accurate, current computer records of inventory
* Handled all aspects of order taking and processing for the Mobile Animal Clinic
* Successfully contacted City XYZ Home Owners Associations to broaden client base
* Organized and styled advertising for successful vaccination clinics
* Performed presentations to new and existing clients on pet pharmaceuticals

**EDUCATION**

Studied Communications, University of ABC at City ABC

Studied Communications, City DEF Community College

Completed over one hundred hours of sales training