

FIRST LAST

Olympia, Washington • +1-234-456-789 • professionalemail@resumeworded.com • [linkedin.com/in/username](https://www.linkedin.com/in/username)

PROFESSIONAL EXPERIENCE

Resume Worded, New York, NY

Sep 2018 – Present

VP of Sales and Marketing

- Initiated continuous process improvement, business process outsourcing, and 12+ cost reduction strategies, which led to a \$100M savings in Q1 2022.
- Championed the creation of a new sales and marketing strategy that increased revenue by 78% in 24 months on the job.
- Created and executed a sales strategy that boosted revenue growth by increasing market share in a \$10B global biosynthetic marketplace.
- Provided leadership from concept through commercialization, competitive positioning, brand building & awareness programs, negotiations, and 23+ aspects of product portfolio management.
- Supervised the execution of a customer relationship management system (CRM) software platform across 30 global branch offices.

RW Capital, San Diego, CA

Jan 2015 – Aug 2018

CEO - New Business Acquisition Operations

- Conducted due diligence and identified operating issues with the physical assets of a Telco, preventing RW Capital from making a \$2.5 billion offer to purchase 200K access lines from them.
- Spearheaded the successful purchase and prompt installation of a \$20M state-of-the-art call comms center, which improved market share by 80%.
- Reduced employee attrition from 850 to <23 and increased employee productivity by 74% using incentive-based sales compensation plans.
- Monitored the training of 730 staff members in eight collections call centers across the country and improved morale by 33% YoY.

Growthsi, New York, NY

Jun 2010 – Dec 2014

Retail General Manager

- Designed and implemented a new inventory system that reduced out-of-stock commodities by 14.5% and increased sales profit by \$12K in the first year.
- Introduced an incentive program for 205+ staff members based on performance reviews, increasing company-wide productivity by 17%.
- Improved scheduling practices and staff training programs, reducing monthly labor costs by \$8100+ YoY.
- Conducted monthly meetings with 15+ department heads to brainstorm about sales, customer service, and employee relations issues; improved morale by 49% in the first quarter.

EDUCATION

Resume Worded University, San Francisco, CA

May 2010

Master of Business Administration Candidate; Major in Finance

SKILLS

Hard Skills

- Product Development
- Cost Control
- Vendor Selection

Techniques

- Market Share Increase
- Fiscal Management
- Positive EBITDA

Tools

- Marketo
- Salesforce
- Netsuite ERP

Languages

- English (Native)
- Irish (Fluent)
- Thai (Conversational)