

JOHN DOE

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REGIONAL MANAGER

Sales Management | Executive Leadership
Human Resources | Marketing & Sales

| EXECUTIVE/MANAGEMENT PROFILE |

Enthusiastic and results-oriented executive professional with extensive and progressive experience in Senior Management as an Executive Vice President, Regional and Branch Manager. Proven success supervising up to 410 employees through strong leadership skills with positive results in training, mentoring, and management. Consistently exceed company goals and performance standards as an inspirational leader, successfully earning *Manager of the Year Award* in 2001 and the *Heavy Hitter's Award* for two consecutive years in 2001 and 2002. Excellent time-management skills, able to effectively multi-task while consistently generating maximum results. Strong problem-solving skills.

| CORE COMPETENCIES |

▪ Executive Management	▪ Strategic Planning	▪ Innovative Leadership
▪ Regional/Sales Management	▪ Staffing / Hiring	▪ Business Development
▪ Sales / Marketing Strategies	▪ Professional Training	▪ Productivity & Sales Growth
▪ Revenue Generation	▪ Human Resources	▪ Client Relationship Management

| PROFESSIONAL EXPERIENCE |

COMPANY ONE - City, ST

1999-Present

EXECUTIVE VICE PRESIDENT / VICE PRESIDENT / REGIONAL MANAGER (2003 - Present)

Improve Company Profitability & Develop Effective Marketing Techniques for a National Company Specializing in Bail Bonds with an Annual Revenue of \$120 Million & Regional Revenue of \$18 Million.

Progressively promoted through several increasingly demanding positions, including Regional Manager, Vice President, and Executive Vice President. Train and direct the activities of 410 employees and the daily operations of the Central California Region. Scout new locations and effectively negotiate lease or purchase. Oversee the construction and remodeling of various retail locations. Assume responsibility of changing roles due to company being sold and management restructured, resulting in high level accountability for both executive and regional management.

- ♦ **Revenue Generation:** Have succeeded in the growth of retail sales from \$70 to \$100 Million through the development of effective marketing strategies and by upholding Aladdin as the nation's top bail producer.
- ♦ **Strategic Planning:** Provided strategic positioning for 54 retail offices and coordinated market research for all new locations, demonstrating strong time-management and analytical skills.
- ♦ **Productivity Enhancement:** Responsible for increasing productivity within region by over 100%, suggesting new procedures and techniques that were subsequently implemented company wide.
- ♦ **Leadership Skills:** Continue to guide several professionals in exceeding business goals through strong team-leadership, training, and management abilities.
- ♦ **Sales / Marketing Expertise:** Expert producer of the principles and methods regarding showing, promoting, and selling products or services, consistently meeting and exceeding company expectations.
- ♦ **Relationship Building:** Maintain a positive and constructive working environment through the establishment of solid relationships among clients, colleagues, and business professionals at all levels.

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Professional experience continued...

RETAIL BRANCH MANAGER (1999 – 2003)

Full responsibility for the successful structure and launch of the Fresno retail branch office with significant success sustaining Fresno as the top generating office, while maintaining an annual production increase. Led several professionals in generating excellence by providing quality expertise and strong leadership skills. Established a solid client-base through consistent customer satisfaction.

- **Heavy Hitter’s Award:** Instrumental in maintaining Fresno as the #1 producing office, successfully receiving the “Heavy Hitter’s Award” for two consecutive years in 2001 and 2002.
- **Manager of the Year Award:** Addressed company goals and contributed to the expansion and growth of company through success in all aspects of management. As a result; Recipient of the “Manager of the Year” Award in 2001.

COMPANY TWO – City, ST

1997 – 1999

BUSINESS OWNER

Launched & Operated a Successful Company Specializing in Investigations & Court Research. Established Professional Relationships while Maintaining a Solid Client Base.

Directed all aspects of a local start-up business; Conducted and launched investigations, court research, filed court motions, and collaborated with bail agencies for various investigative needs. Established quality relationships with clients, consistently addressing the needs and interests of all individuals.

- **Team-Working Skills:** Contracted with bail agencies in implementing intricate investigative needs, utilizing strong team-leadership and analytical skills in generating excellence.

COMPANY THREE – City, ST

1994 – 1997

SALES/INVESTIGATOR/RECOVERY AGENT

Provided Successful Sales & Investigative Services for a Local Car Dealership Company, Collaborating with Various Professionals & Enhancing Customer Relations.

Marketed and sold auto recovery services to financial institutions, developing and executing effective sales strategies, and establishing professional relationships. Recovered collateral currently in default. Researched and located debtors. Resolved all customer issues.

- **Sales Expertise:** Increased and maintained strong annual company revenue and enhanced productivity through expertise in sales, marketing, communications, and solid leadership abilities.

| CERTIFICATIONS/LICENSES |

CALIFORNIA BAIL AGENTS LICENSE

| PROFESSIONAL AFFILIATIONS |

Member; GOLDEN STATE BAIL AGENTS ASSOCIATION

Member; NATIONAL NOTARY ASSOCIATION

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