

# J OHN DOE, JR.

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## SALES & OPERATIONS MANAGEMENT

### SOLUTION FOCUSED SALES ■ KEY ACCOUNT ADMINISTRATION ■ EXECUTIVE LEVEL NEGOTIATION

*Dynamic, performance-driven, and self-motivated sales professional determined to leverage over 15 years of unmatched success driving sales, establishing new business, tenaciously leading operations, and overseeing client relations in gaining the opportunity to contribute to the bottom line.*

- **Goal-focused with impressive background in territory sales management consistently expanding market share, penetrating new markets**, growing a solid clientele, and driving extensive revenue growth for both turnaround and high-growth organizations.
- **Strong operations management career; successfully implement and lead various procedures including marketing/sales, P&L, new business development**, alliances/partnerships, team building, and customer service. Develop top-performing staff as an enthusiastic and dedicated team-leader. Advanced communication and negotiation skills. Achieve tight deadlines while maximizing results.
- **Career highlights include achieving 100% sales growth in one year of employment** as the Business Development & Operations Specialist for ABC Company 1. **Recognized for transforming an under-performing territory resulting in a 105% sales growth** from prior year for ABC Company 2.

#### Core Competencies:

- |                                     |                                  |                                  |
|-------------------------------------|----------------------------------|----------------------------------|
| ➤ Territory Sales Management        | ➤ Operations Management          | ➤ Sales Team Building/Leadership |
| ➤ Account Development & Acquisition | ➤ Management Restructure         | ➤ Workforce Development          |
| ➤ Marketing/Sales Strategies        | ➤ Policy & Procedure Formulation | ➤ Extensive Revenue Growth       |
| ➤ Building Alliances & Partnerships | ➤ P&L/Financial Reporting        | ➤ Customer Service & Support     |
| ➤ Strategic & Tactical Planning     | ➤ Marketing/Sales Rebranding     | ➤ Strong Time Management Skills  |

## PROFESSIONAL EXPERIENCE

ABC Company 1, City, ST. (2008-Present)

### BUSINESS DEVELOPMENT & OPERATIONS

- **Full accountability for all aspects of business development and general management** for an established environmental and civil construction company.
- **Instrumental in directing entire company restructure following change in ownership** including name modification, sales/marketing rebranding, operations realignment, and management reformation.
- **Manage and evaluate major accounts**, customer records, and annual sales.

#### Major Position Highlights:

- **Influential in growing sales by 100% within first year of employment** as result of recognizing areas of growth and leveraging outstanding sales and business development skills.
- **Established solid 20% job profitability benchmark** through implementation of a successful continuous improvement program for project management.
- **Recognized for securing and directing a major landmark \$5M/T&M contract in 2009** for BP Oil Spill associated effort.
- **Achieved 25% YOY growth through establishment of higher margin sales, effective asset management**, and growth objective success.
- **Acquired a four year Emergency Supplier contract with the State of LA; positioned company as an "all-inclusive" supplier of personnel & equipment for ER related projects.**

ABC Company 2, City, ST. (2004-2008)

**GULF SOUTH TERRITORY MANAGER**

- **Oversaw industrial and government sales throughout territory including Louisiana, Mississippi, Alabama, and Florida** for market leader in remote visual inspection systems with **\$150 million in annual revenues.**

**Major Position Highlights:**

- **Transformed an under-performing territory successfully expanding sales by 105% from prior year** by reversing negative variance in sales through successful preparation and execution of a quality "roadmap."
- **Negotiated and closed top regional order of \$240K to Solar Turbines.**
- **Established 50% increase in new business from previous year for 2005** as result of obtaining 12 new accounts within territory.
- **Awarded "USAF Accommodation" in 2007 from 325<sup>th</sup> Fighter Wing/Tyndall Air Force Base** for commitment and outstanding support of Olympus products.
- **"President's Club Winner" in 2005, 2006, and 2007** for consistently **attaining 100% of sales quotas.**

ABC Company 3, City, ST. (2001-2003)

**BUSINESS DEVELOPMENT MANAGER**

- **Generated +\$120K in sales** within first six months of launching and managing a satellite office in Lafayette for Baton Rouge based information technology company.

**Major Position Highlights:**

- **Acquired IT Support contract of \$100K** for Iberia Bank/Acadiana locations. **Negotiated \$60K in contracts with Community Coffee and Quail Tools.**

ABC Company 4, City, ST. (2000-2001)

**TERRITORY ACCOUNT MANAGER**

- **Gained a \$65K account successfully integrating 12 branches of Iberville Bank of Plaquemine** for a building automation and facility management division with \$1+ billion in annual revenues.

**Major Position Highlights:**

- **Secured \$100K installation contract** to UOP Baton Rouge. **Increased sales by more than 30% with existing clients** including Exxon, Grambling and Intermedia.

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**Additional Experience Includes:**

**Strategic Account Manager** for Information Technology Company BRI, Inc., Baton Rouge, LA  
**Sales Professional** for I.T.I College, Baton Rouge, LA

**EDUCATION & CREDENTIALS**

**BACHELOR OF ARTS & SCIENCE DEGREE IN POLITICAL SCIENCE**, Louisiana State University

**PROFESSIONAL DEVELOPMENT:**

Business Planning & Forecasting: Company Sponsored  
Business Process & Project Mgmt: Fred Pryor Inc.  
Strategic Planning & Power Based Selling: Bernie Boar  
Top Gun Sales & Sales Management: Olympus NDT  
Professional Selling & Negotiation: Olympus NDT

**COMPUTER SOFTWARE EXPERTISE:** MS Office, MS Project, Salesforce.com, ACT. IFS ERP