

JOHN Q. PUBLIC

555 Any Street • City, ST 11001 • email@emailaddress.com • (555) 555-5555

SALES/MARKETING PROFESSIONAL

Highly motivated and skilled professional, seeks **entry level Pharmaceutical Sales** position within dynamic, high growth organization that welcomes fresh ideas, initiative, dedication, and experience; demanding excellence in consistently **meeting business objectives and exceeding sales quotas**. Exceptional ability to work under high pressure, offering **high volume sales experience**, and **innovative marketing techniques**, complimented by a proven ability to **build high-level client loyalty and referrals**.

AREAS OF EXPERTISE

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|--------------------------|----------------------------------|--|
| § Profit Maximization | § Market Penetration | § Strategic Planning |
| § Product Presentation | § Prospect Qualification | § Team Leadership |
| § Cold Calling | § Closing Sales | § Product Knowledge |
| § Exceeding Sales Quotas | § Client Relationship Management | § Building Referral Based Client Lists |

SALES/MARKETING PROFICIENCY

PROVEN METHODOLOGY:

- § Drive business growth through aggressive sales initiatives that result in increased revenue growth
- § Balance sales production with sales leadership via conceptual thinking and strategic planning
- § Ability to identify, establish, and manage strategic relationships to leverage significant long term business opportunities
- § Strictly adhered to all applicable government regulations pertaining to the sale of life insurance
- § Willing to continually upgrade personal knowledge of specific products, and new regulations and services through attending additional training conferences and classes
- § Effectively convey intricate marketing and sales presentations
- § Maintained constant professional demeanor during all client contacts
- § Ensure customer service and satisfaction is afforded highest attention and priority
- § Successfully build and maintain key corporate relationships

DEMONSTRATED RESULTS:

- § Proven record of meeting and exceeding specified **sales quotas**
- § Exhibited comprehensive ability to **generate significant sales revenues** in three diverse selling environments: retail, service, and insurance industries
- § Ability to **pique interest**, and ultimately generate the sale of high-end merchandise, even to initially ambivalent clientele
- § As a sales associate with Athletes Footwear Inc., **achieved a district sales record** for high volumes sold
- § Routinely made self available to clients following policy sale in order to **satisfy any supplementary questions** or concerns
- § Utilized **proactive troubleshooting skills** to foresee potential problems/situations, and promptly correct any difficulties and discrepancies
- § Established **innovative marketing strategies** in order to promote new products in diverse market regions
- § Skillfully scheduled and coordinated meetings with clients and associates at their convenience
- § Extensive experience with various **fieldwork assignments**; worked collaboratively with ABC and Turner Insurance agents during fieldwork sales and administration

CAREER PATH

SOLICITING AGENT**ABC Financial Services****2001-Present**

Major Functions: Self-employed independent agent, selling life and travel life policies to clients, and delivering informative presentation content to business associates and clients on the merits of various available policies
 § Recipient of the "**Fast Track Award**" from ABC Financial Services

HEAD BARTENDER/**DINING ROOM SERVICE CAPTAIN****Golf and Country Club****1996-Present**

Major Functions: Sales management, inventory control, quality control (products and services), planning, employee supervision and record keeping

SALES ASSOCIATE**Athletes Footwear Inc.****1993-1997**

Major Functions: Established exceptional rapport with customer while providing sales support; supervised team members and monitored the overall quality and functioning of the workplace
 § Recognized for setting an outstanding **Sales record** in district

EDUCATION

BBA OF MARKETING, MINOR IN MANAGEMENT, 2001

Concordia University

PROFESSIONAL MEMBERSHIP

§ SIFE

§ American Marketing Association

PROFESSIONAL LICENSES and CERTIFICATIONS

Group 1 Life and Health Insurance License
 Securities License (series 6 and 63) – in progress
 Mortgaging License – in progress

TECHNOLOGY

§ Excel
 § SPSS

§ Microsoft Word
 § Adobe

§ Internet
 § Windows
