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A driven and experienced sales professional with strong leadership and organizational skills who has produced successful sales teams and increased revenues. More than ten years of providing elite training to managers and sales associates as well as giving new employees the skills necessary to become successful in their company careers.

- Facilitated the relocation of a showroom, which resulted in 45% growth of sales in the first year.
- Mentored the top producers and showroom managers in the region.
- Managed one of the strongest and top performing sales team in the company.

PROFESSIONAL EXPERIENCE

Discount Brothers, Los Angeles, California

2001-2008

Showroom Manager – Instructor Trainer (2005-2008)

Managed a specialty retail showroom that generated \$1.25 million in revenues annually. Led a 30-day training program on the showroom floor.

- Initiated and maintained 27 key account business relationships to create loyalty and referral business from significant customers.
- Increased showroom traffic through strategic local marketing, networking and finding new sales opportunities.
- Oversaw showroom functions and events, including open houses and school programs that introduced students to company products.
- Increased sales by a minimum of 15% per year.
- Maintained a service recovery rate of less than 2%, surpassing the company's goal of 3%.
- Trained more than 50 managers and sales consultants in core company values and sales practices.
- Provided an exceptional example to trainees through always maintaining an "A" customer service rating in the showroom.
- Served as certified company trainer, responsible for mentoring in-store standards and high-quality employees.
- Built a strong sales team by hiring, developing and coaching employees to be successful in determining customer needs and generating sales.
- Motivated several employees who became #1 performers in their regions and in the company.
- Led sales meetings and initiated personal incentives to motivate and activate the sales team.

Showroom Design Consultant (2001-2004)

- Met with more than 25 customers, weekly, to continuously hit and surpass company sales objectives.
- Recognized as having outstanding people skills by being picked to enter the Elite Instructor-Trainer program.

Clothing Emporium, North Hollywood, California

1999-2001

Sales Associate

- Interacted with customers and provided excellent customer service in men's, shoes' and women's departments.
- Initiated and signed up new credit accounts.

Thrift Plus, Glendale, California

1997-1999

Sales Associate

- Performed all functions in a large thrift department store, including designing floor displays.