

JACK JEFFERSON
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An successful sales professional who has led sales teams that have surpassed sales objectives. A leader who thrives on competition and excels in building, training and leading outstanding sales organizations.

EXPERIENCE

The Professional Uniform Corporation, La Jolla, California

2005-2007

Regional Sales Manager, Southwest Region

Managed regional sales and directed sales training and development for 21 General Managers, 8 Sales Managers, and 20 Sales Representatives for a \$5 billion corporation.

- Exceeded the FY06 annual sales plan of \$36.2 million by 108%.
- Developed the FY06 and FY07 Regional Sales and Marketing Plans, \$18 million and \$23 million, respectively.
- Developed and implemented the Sales Manager Training Manual.

Tircan Corporation, Anaheim, California

1999-2004

Sales Manager

Sold uniform services for a \$3 billion corporation, furnishing more than 2 million uniforms daily. Managed ten Sales Representatives.

Led the company in sales:

- Increased FY03 annual sales by 216% from \$97,176 to \$209,900 in just eight months.
- Generated a record \$2.8 million in new business over 1.5 years.
- Sales Manager of the Quarter – 4th Quarter FY01 and 3rd Quarter FY02.
- Manager of the Sales Team of the Quarter – 3rd Quarter FY02.
- Increased FY00 annual sales by 260%, generating more than \$1.6 million in new business.

Sales Representative (1999-2001)

Began career in sales.

- Diamond Club Winner, FY01 – Anaheim, California.
- Personally generated \$262,190 in new business in first year.

EDUCATION

Sacramento University, Sacramento, California

Bachelor of Science, Accounting

Computer Skills: MAC and PC proficient, Windows XP, MS Office Suite