

JACK JEFFERSON
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An award-winning sales professional who has led sales teams that have consistently surpassed sales objectives and generated more than \$52 million over 13 years. A leader who thrives on competition and excels in building, training and leading outstanding sales organizations.

EXPERIENCE

Big Valley Roofing Corporation, Upland, California

998-2007

Regional Sales Training Manager

Managed regional sales and directed sales training and development for 12 General Managers, 23 Sales Managers, 56 Account Managers, 6 Sales Representatives and 562 Route Sales Representatives for the Roofing Services Division of a \$32 million managed services corporation.

- Exceeded the FY '02 annual sales plan of \$16.8 million by 103%.
- Developed the FY '01 and FY '02 regional strategic sales and marketing plans, \$14 million and \$32 million, respectively.
- Developed and implemented the Sales Manager training manual, courses and program that were used throughout the division.
- Developed and implemented a sales training seminar that focused on prospecting, telemarketing and sales fundamentals.

Great American Roofing Corporation, Ventura, California

1994-1998

Sales Manager

Sold roofing services for a \$3.6 billion public company, the largest roofing services company of its kind. Managed 30 Sales Representatives in Southern California.

Led the company in sales:

- Increased FY '96 annual sales by 231%.
- Generated a record \$4.1 million in new business over two years.
- Increased FY '94 annual sales by 223%, generating more than \$2.5 million in new business.

EDUCATION

California State University Northridge, Northridge, California

Bachelor of Science, Mathematics

Computer Skills:

MAC and PC platforms

Windows XP

MS Office Suite

GoldMine 6.5 Database

Prospect Management (System Instructor- Great American Roofing Corporation)