

JACK JEFFERSON
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More than 20 years in sales management for manufacturing companies with diverse responsibility for field sales supervision, customer service, training, distributor relationships and marketing materials.

ACCOMPLISHMENTS

- Secured contract with a major computer manufacturer that increased sales by 35% per year. Received a commendation from the corporate president.
- Expanded customer base by up to 45 companies per year through cross selling, cold calling and aggressive lead follow-up.
- Rewrote a distributor contract that revised stock rotation policies, creating a 10% increase in profits and the elimination of \$55,000 in wasted inventory annually.
- Led the team that redesigned and published a new distributor catalog with 275 item descriptions and photographs. Saved order processing time through the availability of more current and accurate information.
- Improved the field sales group performance by improving training, increasing management visibility and product knowledge. Sales grew by 40%.
- Initiated a quotation follow-up system that obtained closure of more than 90% of proposals.
- Organized the preparation including booth setup and materials for participation in the largest computer trade show in the United States.
- Designed new quotation form that included terms of agreement to avoid potential legal problems.
- Consolidated the sales and customer service departments, improving client communications and product delivery.

PROFESSIONAL EXPERIENCE

UFC Electronics, Santa Clarita, California 2005-2009

Regional Sales Manager

Responsible for the sales, marketing support and customer service for the domestic division of a \$775 million manufacturer and distributor of electronic components, keypads, remote controls and computer keyboards. Manage seven direct reports and 23 contract field representatives. Oversee a distributor network involving 28 locations with \$875,000 in annual sales.

KOI Corporation, Los Angeles, California 2001-2003

Sales Representative

Acted as a manufacturer representative for 40 customers. Provided customer service and generated sales for 15 product lines, including hair dryers, hair straightening products and hair curling irons.

Fantastic Components, Reno Nevada 1990-2000

Regional Sales Manager (1995-2000)

Managed 15 field sales representatives for a \$125 million manufacturer of electrical appliances.

JACK JEFFERSON

Page Two

Fantastic Components, Continued

- Exceeded sales forecasts for seven consecutive years through increased visibility with customers and aggressive lead follow up.
- Increased sales to a retail company by 35% through training the sales representative and providing consistent on time delivery service.

Sales Service Manager (1990-1995)

PRIOR EXPERIENCE

Held positions with progressive responsibility in manufacturing and sales management. Served as an advisor to the executive team on operational decisions impacting sales performance.

EDUCATION/TRAINING

Purdue University, West Lafayette, Indiana

Corporate management and engineering courses