

PURCHASING / SALES

10 Wilmont Avenue
Anywhere, USA 99999
999/222-9999
Buyer@sprint.net

PROFILE

15 years' results-driven sales and purchasing professional with experience in building and maintaining strong market presence. Outstanding record of achievement in complex account and long term purchase agreement negotiations. Track record of developing virgin/dormant territories into profit centers utilizing innovative sales techniques. Skilled in coordinating freight, inventory, and production scheduling. Self-starter; able to work independently and as part of a team to accomplish company goals.

PROFESSIONAL EXPERIENCE

ABC Corporation, Anywhere, USA, XXXX - Present

Territorial Representative

Recruited based on expertise in territory development. Identified and cultivated new sources in virgin territory. Built territory to the point where it was divided and additional reps were hired due to high volume. Generated long-term contracts with advantageous pricing. Design customized proposals and deliver targeted presentations. Adept at listening to client needs and developing mutually beneficial solutions.

- Brought in national accounts that were previously impenetrable.
- Spearheaded first-ever profitable working relationship with major federal government agency.
- Increased volume by 120% in less than 12 months.

XYZ Corporation, Anywhere, USA, XXXX - XXXX

Recycling Representative, Specialty Products, Anywhere, USA, XXXX - XXXX

Promoted through the ranks from warehouse supervisor to manufacturing supervisor to quality control manager/supervisor of sourcing. Initiated strategies and quality management for sourcing recyclable materials for manufacturing plants, servicing up to five plants. Oversaw pricing and inventory of materials. Partnered with marketing and manufacturing on planning and implementation of post-consumer campaign.

- Reduced department manpower by 50% by restructuring program.
- Contributed up to \$4 million in 1995 in cost savings (4% of division profit plan) in XXXX

Marketing Representative for Institutional Sales, Anywhere, USA, XXXX - XXXX

Routinely met quota selling institutional packaging. Reestablished distributor networks through new product introductions, cold calling, key account management, relationship selling, customer loyalty, and follow through.

- Revitalized dormant sales territory into successful profit center.

United States Marine Corps, Vietnam and Brooklyn, New York

Rifle Platoon Commander

Led up to 150 soldiers in combat. Honorable Discharge

- Purple Heart and Bronze Star with Combat V.

EDUCATION

University of Notre Dame, Notre Dame, Indiana, Bachelor of Arts Degree

Keller Graduate School of Management, Chicago, Illinois, 15 hours of accounting, marketing, and statistics

Computer Experience: Word, Excel, Lotus

Numerous seminars and workshops on sales, marketing and negotiating