

Sample Senior Level Resume

Name

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Objective: A challenging position, which will utilize my extensive sales experience, and that, allows me to grow both financially and professionally.

PROFESSIONAL EXPERIENCE

ABC Company, Global Markets Sales Executive

San Francisco, CA

June 2003 – Present

Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Global accounts billing \$16 million annually; introducing and selling Core Voice and Data Networks, Managed Services and networking equipment; developing complex customer solutions; monitoring and renewing term agreements. Responsibilities include: strategic account planning, sale negotiations and customer relationship building. Proven ability to manage internal teams across the nation and external teams in a highly competitive environment through sales leadership, team building and executive relationships.

Accomplishments:

- 3/2005 Ranked Number One Global Markets West
- 3/2005 Achieved 193% of Core and Services Quota
- 2004 Achieved 237.25% of Core and Services Quota
- 2004 Closed several multi-million dollar deals to include the first master services agreement, bundling multiple services

ABC Company, Senior Account Manager / Priority Markets

San Francisco, CA

January 2000 – May 2003

Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Priority accounts billing \$6.5 million annually for the entire suite of SBC products. Managed internal teams and customers in the western region in the Priority Markets.

Accomplishments:

- 2001 Pinnacle Club Winner – Top 1% of Sales
- 2001 President Club Winner – Top 7% of Sales
- 6/01 Pacesetter Winner – Top 7% of Sales
- 2000 Vice President Club Winner
- 2000 Achieved 947% of Equipment and Services Quota
- 2000 Achieved 106% of Core Quota
- April, August, October & December 2000 "Bay Area's Best" Senior Account Manager

ABC Company, Account Manager / Priority Markets

San Francisco, CA

November 1995 – December 1999

Responsible for sales, retention, opportunity identification and bottom line revenue growth of Fortune 1000 customers within a module of Priority accounts billing \$3.5 million annually for the entire suite of SBC products. Managed internal teams and customers in the western region in the Priority Markets.

Accomplishments:

- 1999 President Club Winner – Top 7% of Sales
- Ranked Number One Account Manager in the Branch
- Ranked Number Two Account Manager in the State
- 1999 “North Bay Achiever” Award Winner
- 1999 Achieved 472.59% of Equipment and Services Quota
- 1999 Achieved 106.27% of Core Quota
- August & November 1999 Pacesetter Club Winner – Top 7% of Organization
- 9/99 “World Class Achiever” Winner
- December 1998 & May 1999 “Bay Area's Best” Account Manager
- 1998 “North Bay Achiever” Award Winner

EDUCATION & SPECIALIZED TRAINING

Bachelor of Science in Business Administration: Major in Marketing, Minor in Economics

San Jose State University; San Jose, CA

1995

Business Acumen, June 2005

DENM Data Credential Graduate, January 2001

Target Account Selling, December 2000