Your Name

Street Address
City, FL Zip Code
Tel: (941) xxx-xxxx Cell: (xxx) xxx-xxxx
e-mail address

_____ **SALES PROFESSIONAL** _____

SUMMARY

- Won multiple quarterly awards for generating the highest volume and number of new accounts. Employers include both start-up and established organizations.
- Exceeded sales goals by as much as 40%.
- Generated 85% of new customers through cold-calling, networking, and soft leads.

An accomplished sales professional skilled at prospecting, networking, and account management. A record of success at increasing sales by opening new accounts in existing markets as well as leading employers into new ones. An outstanding and persuasive communicator with the proven ability to build long-term relationships built on trust and mutual respect as well as displacing the competition. Regularly cited by management for exceptional performance.

EXPERIENCE

Name of Employer, Sarasota, FL. 2014 – Present

General agency broker offering life, long-term care, and disability insurance as well as annuities.

Agent

Complete responsibility for managing existing accounts and developing new ones in the Sarasota, Bradenton, and Venice markets.

- Delivered new premiums that exceeded goal by 40%.
- Won 85% of new customers through cold-calling, referrals, and leads provided by company.
- Sold policy additions to 25% of client base.

Compumart Corp., Cambridge, MA. 2011 – 2014

Start-up company that configured and built custom computer systems, plus resold computer components and peripheral equipment.

Inside Sales Representative

- Grew sales from zero base to $740,000 over 3-year period.
- Responded to incoming calls generated by nationwide catalog mailings, plus put company on bid list for every state in the country.

ADDITIONAL INFORMATION

Avid reader of business publications. Member of several Sarasota business networking groups. Multiple community activities, including Big Brother volunteer. Secretary and Board Member, Lake Arrowhead Homeowners Association.

EDUCATION

B.S., Computer Science, Boston University, 2011. GPA: 3.65. Member, The Computer Club.