

Joe Sample Resume

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Professional Experience

SeeBetter Optical- Director of Sales Western Region 2013- Present

Manage and develop sales representatives, optical laboratories, and key accounts in the Western Region for innovative ophthalmic lens start-up company. Developed call reporting, call records, performance appraisal and sales training.

- Promoted from Key Account Manager to Region Manager to Director of Sales
- #1 district dollars and new accounts 2016
- #1 territory in dollars and accounts 2015
- Open 1st National account and Key Account 2013

Focused Optics- District Manager

2009-2013

Managed 24 million dollar district. Trained, recruited and developed eight sales representatives in a highly competitive disposable contact lens marketplace in addition to handling key accounts

- 3 promotions: Senior Sales Representative, Field Sales Trainer and District Manager
- District Manager of 1st Quarter 2013
- 2.8 million dollar growth 2012
- 2.5 million dollar growth 2011
- Presidents club Winner 2010 and 2011
- Winners Circle Award 2009,2010,2012

Better Business Products- Sales Representative 2006-2009

Promoted a line document management systems utilizing consultative selling.

- 2009- achieved 112% of quota on a \$800,000 plan
- 2008- achieved 103% of quota on a \$650,000 plan
- 2007- achieved 110% of quota on a \$400,000 plan
- 2006- Rookie of the year

Education

Iowa State University, Ames, IA

BS in Business Administration 2005

Sales Training

Coaching for Sales Development, Getting to Yes, Spin Selling