

Sam Sales-Alumnus

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SALES MANAGEMENT

Market Expansion • Sales Team Training/Supervision • Revenue Growth

Competitive, successful sales manager with continuing record of top performance and achievement to develop new business growth, while providing relationship built sales leadership and training to regional sales organizations. Results- oriented professional with experience promoting new and established products and services in highly competitive markets throughout the United States.

PROFESSIONAL EXPERIENCE

Regional Sales Manager (20__-Present) Entech Design, Inc., Denton, Texas

Responsible for increasing sales in 13 regional territories across U.S. for industry leader in sonar instrumentation. Tasked with increasing territory coverage and training rep networks in unique, relationship-built sales cycle. Focus on rep sales targets and accept primary company responsibility for those targets. Support sales reps in presentations to broad market of customers, promote product releases, and provide in-depth training and marketing. Key accomplishments:

- **Increased territory sales by 148%** in first year.
- Total annual sales revenue increased by 115%.
- Recruited and trained four new domestic sales territories and one international distributor in first year.
- Implemented monthly newsletter to worldwide sales force, redesigned company website, and implemented new marketing and presentation material.

Sales/Service Manager (20__-20__) Cintas Corporation, San Antonio Texas

Initially tasked with selling and facilitating new hygiene service to San Antonio market. Overachieved sales quota, then charged with increasing sales and supervising 100 service accounts. Focused on customer retention and employee management while implementing company-leading marketing plan. Key accomplishments:

- Consistently **ranked in top 5%** of 350 rental locations in weekly sales.
- **Exceeded annual sales quota by 200%** in just eight months.
- Supervised five-territory district, trained four service employees, and worked with 14 sales reps. Developed strong relationships and negotiated with executives at large corporations.

Production Supervisor (20__-20__) Cintas Corporation, San Antonio Texas

Spearheaded new initiative to improve efficiency and productivity in production department. Responsible for loading \$10 million of annual volume while reducing overtime. Primary supervisor of 15 employees. Key accomplishments:

- **Reduced route shortages by 50%** using intricate spreadsheet systems and queries to redistribute route volume per day.
- Overtime reduced to zero total hours for six-month period.

Management Trainee (20__-20__) Cintas Corporation, San Antonio Texas

Management trainee program required numerous special projects and training to be completed in addition to primary responsibilities within each six- to eight-month assignment (sales, service, production, human resources). Projects were assigned by General Manager, Sales and Service Managers, and Production Manager of location.

- Completed weekly training assignments and special projects with key customers.
- Training included two-week-long management courses conducted at corporate headquarters.

EDUCATION

Bachelor of Arts in Economics (20__)
Southwestern University, Georgetown, Texas