

## Jerry Job Seeker

JerryJobSeeker@email.com  
Open to relocation/travel 70%  
Bilingual (English/Spanish)

212.456.7890  
Currently residing in Houston, TX  
Non-smoker

### I am seeking the position of International Sales Manager for Giant Industrial Corporation reference #12345

#### **Objective Statement**

As a result of my skills, experience and education I am capable of significantly increasing net revenue by implementation of innovative, proven management, motivational and sales training techniques.

#### **Selected Accomplishments**

- Inherited and then overcame a \$5,000,000 deficit in a badly designed national sales promotion by completely redesigning and developing a far superior plan resulting in a new system that reduced typical man hours the sales staff devoted to plan by 23% while increasing sales in excess of \$1,000,000 per quarter.
- Saved over \$500,000 annually in key sales communication systems and national transportation expenses while improving level of service to clientele.
- Dramatically reduced sales staff turnover by 28% due to more focused recruiting and selection process. Enhanced training and the creation of targeted management groups resulting in countless man-hour savings.
- Analyzed and merged more than 14 compensation plans into one corporate plan that resulted in a savings exceeding \$270,000 the following fiscal year while continuing to fairly compensate the sales staff for their efforts.

#### **Employment History**

**Giant National Employment Website**, Atlanta, GA Jan 2002 – Jan 2016  
Director, West Coast Sales

Giant National Employment Website is recognized as one of the leading employment websites worldwide.

**Gulf Coast Group Internet**, Houston, TX 1998 – 2001  
Sales Manager, South Central US

The Texas based Gulf Coast Group is one of the nation's leading providers of employment internet related solutions such as resume screening services and applicant tracking systems.

**The Express Internet Company**, New Orleans, LA 1997 - 1998  
Employment Internet Startup Consultant

The Express Company, currently operating profitably in 27 markets in 13 states, offers turnkey Internet services from web design to network applications with staff of 33 employees.

**Bachelor of Science Management**, Park University, Parkville, MO

**Veteran USAF**, Honorable Discharge

**Member, Board of Directors**, Ronald McDonald House

**Keywords:** Sales marketing advertising networking consumer retention consumer survey website development website sales internet sales return on investment promotional campaign Houston, TX administrative assistant 3 years experience articulate attention to detail multi-task professional appearance strong business etiquette college degree word excel power point quicken macromedia contribute bilingual