

SAMPLE RESUME

JTL SERVICES, Inc. *Providing Staffing Solutions*

Objective

[Your objective]

Experience

1990-1994 Fourth Coffee Southridge, WA

National Sales Manager

- Increased sales from \$5 million to \$10 million.
- Doubled sales per representative from \$5 million to \$10 million.
- Suggested new products that increased earnings by 23%.

1985-1990 Wingtip Toys Southridge, WA

District Sales Manager

- Increased regional sales from \$25 million to \$350 million.
- Managed 250 sales representatives in 10 Western states.
- Implemented training course for new recruits – speeding profitability.

1980-1984 Coho Vineyard Southridge, WA

Senior Sales Representative

- Expanded sales team from 50 to 100 representatives.
- Tripled division revenues for each sales associate.
- Expanded sales to include mass market accounts.

1975-1980 Litware, Inc. Southridge, WA

Sales Representative

- Expanded territorial sales by 400%.
- Received company's highest sales award four years in a row.
- Developed Excellence in Sales training course.

Education

1971-1975 Southridge State University Southridge, WA

- B.A., Business Administration and Computer Science.
- Graduated Summa Cum Laude.

Interests

Southridge Board of Directors, running, gardening, carpentry, computers.