

(Sales Resume / www.how-to-write-anything.com)

Pat Brown

123 Main Street, Any Town, STATE, 10001 | email@email.com

OBJECTIVE

Award-winning salesperson with extensive experience in car and medical equipment sales is looking for a challenging position in the media or high-tech sector.

QUALIFICATION SUMMARY

- Aggressive closer; tireless prospector and marketer.
- Great conversational skills and one-on-one relationship with customers.
- Excellent phone manners; not afraid of cold calls.
- Quick study; rapid learner of product knowledge.
- Very comfortable with computers, online marketing and social networking.

WORK EXPERIENCE

HOPPANOUKAH SUBARU & HONDA

New and Used Car Salesperson

Hoppanoukah, HI
February 2005 – Present

- Sold an average of 16 vehicles a month and held an average of \$2,700 gross per vehicle.
- Implemented the Hub-Contact method of sales prospecting through which I built up a prospect list of 24,000 prospective buyers within 11 months.
- Initiated 100 cold calls a week, resulting in an average of 6 new weekly sales.
- Sold \$128,000 worth of rust-and-dust packages in one year.

COMFORT-PRO MEDICAL PRODUCTS

Sales Associate

Rockford, MD
September 1999 – February 2005

- Sold high-end orthopedic beds by making house calls.
- When sales dropped 46% in 2004, developed a buy-now-pay-later program that jumped sales by 88% over 7 months.
- Broke the company's previous sales record by selling 17 beds in August 2004.

BRISTOL IMPORTED CARS

Car and Truck Salesperson

Bristol, VA
August 1995 – September 1999

- Sold an average of 14 cars and 8 trucks a month.
- Pre-sold insurance and finance packages.
- Developed a "College Purchase Program" for college students with poor or no credit.

AWARDS

- *Salesperson of the Month*, BRISTOL IMPORTED CARS, April 2001
- *Salesperson of the Year*, BRISTOL IMPORTED CARS, 2002
- *President's Club*, COMFORT MEDICAL PRODUCTS, 2005
- *Pacific Circle of Excellence*, HONDA MOTOR CO., 2007

EDUCATION

Eastern Shore Community College
Correspondence Degree in Marketing

Oxford, MD
February 2001

University of Maryland, Faculty of Arts & Sciences
Bachelor of Arts in English

College Park, MD
July 1999

REFERENCES

Available upon request.