

Your Name
123 Your Street
Your City, State 12345
987-654-3210
e-mail@e-mail.com

SUMMARY

Sales Manager with over 12 years of experience in the livestock nutrition and health industry including sales, service and product training to distributors and dealers in the territory.

EMPLOYMENT HISTORY

Joe and Jim Products, Naco, AZ

Sales Manager 1999-Present

- Oversaw the profitable sales and marketing of Joe and Jim animal health products for cattle and equine in a 3 state area.
- Supervised 5 territory sales reps and 2 trainees.
- Helped revitalize a stagnant territory by increasing sales by 35% and profits by 10% per year over the last 4 years.
- Trained employees in sales techniques and customer satisfaction.

Territory Manager 1994-1999

- Developed computer skills in ration balancing, business performance and profit projections for retail dealers.
- Exceeded sales quota 4 out of 6 times eligible and increased total sales volume 5 out of 6 years.
- Implemented key account strategies for large distributors on cattle and horse products increasing market share by 60%.

Happy Horses, Big Bow, KS

Sales Representative 1991-1994

- Sold horse feed product line and horse toys to local dealers, distributors and large commercial accounts.
- Met or exceeded sales quotas 4 out of 4 years.
- Helped set up the distribution of company's horse skin care products to veterinarians in a 20 county area.

EDUCATION

MINNESOTA STATE UNIVERSITY,	Bachelor of Science in Agriculture	1988
MINNESOTA STATE UNIVERSITY	Master of Science in Agronomy	1991

SOFTWARE SKILLS

Microsoft Office including Outlook, Word, Excel, Access and Power Point.