

ALLEN AFTER RESUME SAMPLE

1555 Anywhere Rd., | Chicago, IL 5555 | Cell: 000000000 | Email: allen @.com

SENIOR SALES SPECIALIST

Award winning, accomplished Solutions Sales Representative offering 28+ years of highly successful sales and account management experience. A multi-million dollar producer who implements aggressive management and sales strategies that deliver revenue growth, market share, and market penetration. Skilled at identifying and prioritizing key new business targets as well as providing superior customer service to existing account base. Highly effective communicator and negotiator who easily establishes relationships, resolves customer problems, and ensures customer satisfaction while continually driving profits and sales.

AWARDS

Name Golden Circle Award (prestigious award, ranked in the top ½ of the top 1% of performance worldwide.)
Winner of numerous sales awards including Leadership Awards, Presidents Club, and Quota Club.

NOTABLE ACHIEVEMENTS

- ❖ Ranked as top sales performer for 15 years.
- ❖ Achieved \$30 million dollars in one sale of Enterprise Class Systems to Medtronic.
- ❖ Generated \$16 million in one sale of Enterprise Class Systems to Ameriprise.
- ❖ Produced multiples of \$5+ million dollar sales each year over a 12-year period.
- ❖ Competed and won against Sun, Hp, Oracle and Teradata for Enterprise Class Global SAP deployments at BlueCross BlueShield, Boston Scientific, Cargill, Ecolab, Medtronic, Mosaic, Pentair and Xcel Energy.
- ❖ Achieved \$ 3 million in sales to Mosaic Company for initial server sales that expanded to storage, software and services producing over \$10 million in IBM revenue over a four- year period.
- ❖ Consistently exceeded quotas to an average of 140%, quotas were consistently elevated by 20% year over year.
- ❖ Proven success in selling, executing, and delivering large complex business and IT solution opportunities.
- ❖ Strong problem solver with unique ability to work with competing vendors to design cross vendor IT solutions and implementations, from the Operating System to complete ERP package.
- ❖ Excellent product knowledge and product application practices, maintained through complete annual certifications on Solution Selling, Systems Solutions Sales, Financial Sales, Analytics and Mobility.
- ❖ Effective communicator who builds and establishes long term client relationships that produce repeat business and sales, exceeding a fifteen year period.
- ❖ Ability to manage dual go-to-market strategy in parallel while growing market share.

PROFESSIONAL EXPERIENCE

SENIOR SALES SPECIALIST, Company Name, Minneapolis, MN

2000 – 2015

Lead in sales in Minnesota for the Power Systems brand. Includes organizing local technical events, national promotions, and client specific events and technology briefings throughout the United States. Manage and open new business opportunities while expanding existing business. As the Senior Solution Sales Representative, routinely execute large complex business and IT solution opportunities, as well as mid-market opportunities to General Business clients. Practices included the ability to aggregate the sale of company name offerings, hardware, software and services, around these opportunities. Thorough organizational, business and professional skills were deployed for the success of bringing the appropriate solution to closure.

- ❖ Drives sales opportunities to closure through providing demos, proof of concept, creating responses to request for information/proposals, and active participation in marketing events; provides skills transfer, develops and delivers intellectual capital and implements product and sales strategy.
- ❖ Provide expert consulting and technical sales leadership, collaborates and plans with key decision makers and executives, across various organizations.
- ❖ Skilled in closing tactical transactions from \$100,000.00 to \$30,000,000.00.
- ❖ Promotes the company brand and aggregates the sale of company offerings, hardware, software and services.
- ❖ Demonstrates a high level of in depth knowledge of products with a keen understanding of competitor technologies.
- ❖ Utilizes an expert consultative selling approach with clients; known as a trusted advisor and business partner.
- ❖ Consistently achieves awards and recognition for being a top producing Sales Professional.

ADDITIONAL EXPERIENCE

SALES SPECIALIST, Name of company, St. Paul, MN

- ❖ Facilitated role as national sales leader for this value added reseller. Focused on Fortune 500 Minnesota based clients, earned annual quota club achievement.

SALES SPECIALIST, Name of company, Minneapolis, MN

- ❖ Served Sun Microsystems Local and Federal Contracts and independently managed all national accounts, exceeded Sales objectives annually.

OWNER/BROKER, Name of Company, St. Paul, MN

- ❖ Broker for Adcomm Systems and Sun Microsystems VAR.
- ❖ Independently owned and operated national and international sales.

BROKER/INTERNATIONAL SALES, Name of Company, Minneapolis, MN

- ❖ Sold Minnecomputers of Digital Equipment Corporation VAX and Microvax Systems.
- ❖ Consistently achieved quota by 140%.

EDUCATION

BACHELOR OF ARTS, University of Minnesota
Major in Economics and Communications