

RESUME CHEATSHEET

Quick tips to make your resume stand out from the competition

Highlight your name in a larger font to showcase your personal brand.

FIRSTNAME LASTNAME

1 2 3 MAIN STREET
ANYTOWN, USA 1 2 3 4 5
5 5 5 . 5 5 5 . 5 5 5 5 LASTNAME@GMAIL.COM

Include a career target to indicate which positions you are most interested in.

SENIOR REGIONAL SALES DIRECTOR | TERRITORY SALES MANAGER

Exceptional Sales Leader | Sales Champion | Far Exceeds Expectations

Add a keyword enriched sub-header – don't be afraid to brag!

Include a descriptive summary statement to introduce yourself.

Highly qualified sales leader with 14 + years of experience in the technology industry. Highly adept at surpassing sales quotas for devices, software, components and capital equipment. Possesses a demonstrated track record of meeting aggressive sales goals in the multi-millions while fostering long-term relationships with each client served. Offers a proven ability to land strategic accounts aligned with the bottom-line goals and objectives of the organization. Develops the skills of competitive sales professionals, recognizes talent from within and implements proven strategies that result in closed sales and continuous business for the firm. Currently seeking a leadership position of increased responsibility within a growth-oriented organization.

Highlight your top achievements – use quantifiable numbers where possible.

- Formally recognized as Top Sales Manager in the North East Region for 2019 for achieving 250% of sales quota.
- Acknowledged as a 2x recipient of the Circle of Excellence Award in 2017 and 2018 for landing core accounts valued at over \$5MM each in annual sales revenue.
- Ranked #1 company-wide for three consecutive years for achieving highest sales volume in the region.

EXPERIENCE

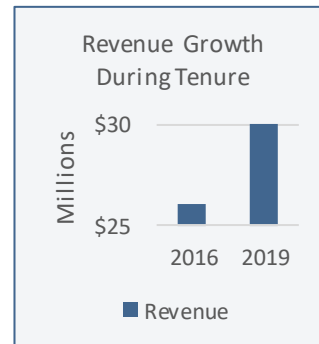
SWISSLOG HEALTHCARE SOLUTIONS • Anytown, USA • 2016 to Present Regional Sales Director

Provide an introduction sentence to summarize your role.

Provide regional sales leadership in support of sales of all robotic automation platforms for pharmacy, inventory management and material transport services.

Include achievement-oriented bullet points.

- Recruited by the Vice-President of North American Sales to represent SwissLog medication, supply chain automation, and material transport solutions in the FL, GA, SC, and NC territories.
- Developed a significant sales pipeline and closed business accounts exceeding quota.
- Contributed 18 months of aggregate sales totaling \$6.9M or 112% of sales quota for 2016-2017; in 2017 alone achieved sales of \$4.245M or 117% of plan quota (ranked #3 of 12 within the company).
- Selected to mentor and train new sales team members during faculty for national sales meetings training workshops.
- Most recently identified in succession planning as *Immediately Ready for Senior Leadership Role* when position becomes available.



Add a nice graph or other figure to enhance visual appeal.

OMNICELL • Anytown, USA • 2011 to 2016 Senior Regional Sales Manager - Southeast

Led regional sales for automated medication Hardware and software. Directly recruited by the GM/VP and Director of Sales for South Division to lead a team of seven sales professionals, an Enterprise Director, and a PhD Pharmacist within the Caribbean, FL, GA, AL, LA, and MS territory.

- Developed a successful sales team and formidable force that won automation solutions market share from competitors.
- Nurtured the skills of both new and tenured team members using an individualized approach, leveraging each member’s strengths to overcome skill deficits while taking corrective actions.
- Recipient of two “Rookie of the Year” awards and one “Representative of the Year” award, in addition to award trips, stock awards and many additional accolades for achievements.
- Led the region to #1 status in the South Division out of three regions for three consecutive years from 2011-2013.
- Recognized for obtaining #1 status for the Region of Year award out of nine regions nationally in 2013 and #2 status in 2012.
- Achieved five-year aggregate (2011-2015) bookings of over \$145M in revenue with margin contribution over 60%.

Include a header with your name and contact information for subsequent pages.

SOMANETICS CORPORATION • Anytown, USA • 2009 to 2011

Regional Sales Manager

Directly recruited by the VP of Sales and Marketing to provide regional sales leadership. Held direct responsibility for up to 11 direct reports including District Sales Managers, clinical support staff and three independent distributors. Managed the budget and P&L for the southeast region (FL, GA, AL, SC, NC, VA, DC, MD, TN, MS AK, and LA).

- Contributed to seven year’s cumulative growth of over 400% or over \$36M of new revenue and over \$5M in capital revenue in the sale of non-invasive specialty patient monitoring equipment.
- Developed company Field Performance Appraisals, weekly reporting documents and sales tracking tools that were adopted across the entire organization.
- Created the company Speaker’s Bureau by enlisting seven clinicians to speak during customer educational events.
- Recipient of numerous awards including “Region of the Year” (2009), “Region Manager of the Year” (2005), and Circle of Champions” inductee (2009).

EARLIER CAREER HISTORY

IDCON, INC., ANYTOWN, USA • Sales Administrator
GLAXOSMITHKLINE, ANYTOWN, USA • Sales Representative

EDUCATION & PROFESSIONAL DEVELOPMENT

SOUTHERN NEW HAMPSHIRE UNIVERSITY • Bachelor of Arts – Business Management
 (Honors: Summa cum Laude | GPA 4.00)
PROFESSIONAL DEVELOPMENT COURSES • Challenger Sales | Miller-Hieman Strategic Selling

AFFILIATIONS

ANYTOWN USA CHAMBER OF COMMERCE • Member

Truncate earlier experience that is no longer relevant, dated or obsolete into a separate section.

Avoid age discrimination by excluding exact dates.

Wouldn't you like to be one step closer to the job and career of your dreams? We can help you eliminate the guesswork when it comes to resume writing. **Contact us today at 919-307-7408** to speak with a member of our team.

