

*(Use a format like this if you want the focus to be on skills areas rather than on employment locations.)
Notice there are a lot of skills areas described but without being pigeonholed in any one industry. Company affiliations are de-emphasized.
The focus is on Areas of Competence so that this candidate can change industries.*

James Spencer
4598 Meadow Trace
Columbus, Ohio 44929
(419) 377-9845

SKILLS SUMMARY

Over 14 solid years of professional selling and sales management. Experienced in planning, organizing and overseeing projects. Knowledgeable in hiring, training and supervising. Team player in maintaining company policies and procedures. Committed to high work ethics and to attainment of management goals and objectives.

QUALIFICATIONS

ADMINISTRATION

Responsible for 21 person staff in current position. Increased gross revenues from 16.2M to 31.5M in 3 year period, while increasing pre-tax profit over 200%. Directed employee training and employee evaluations. Competent in dealing with compensation negotiation and conflict resolution. Able to handle variety of tasks and responsibilities simultaneously. Strong leadership skills and accountability to management. Provided valuable input for long term planning and market assessment.

SALES

National Sales Manager of the Year. Closed largest commercial account in TN. Negotiated accounts with So. Central Bell and the new Columbus Arena. Closed 1st tier account program with 48 regional chain stores, involving in excess of \$200K/annually. Able to interact with key community and business leaders. Adept at recognizing customer needs and achieving balance between customer needs and company goals and policies. Personal commitment to integrity resulting in increased sales and customer confidence.

ORGANIZATIONAL SKILLS

Developed successful inside marketing concept which was given national roll out in 2001. Utilized TeleMagic software to establish pilot program, "Pricing for Profit", for 300 national offices. Designed palm top computer usage for field representatives to streamline efficiency. Analyzed sales figures and business trends to increase sales.

PROFESSIONAL EXPERIENCE

BFI OF OHIO – COLUMBUS	-- Columbus, OH
Sales Manager	2004 – Present
WRIGHT INCORPORATED	-- Worthington, OH
Sales Manager	2000 – 2004
ABC PRINTING, INC.	-- Dayton, OH
Sr. Account Manager	1994 – 2000
ARC/AMS DIVISION OF AMERICAN EXPRESS	-- Columbus, OH
Sales Representative	1987 -- 1994

EDUCATION

OHIO STATE UNIVERSITY
Columbus, Ohio 1983 -- 1987

CLUBS AND ORGANIZATIONS

Who's Who Among Students in American Colleges and Universities
Big Brothers/Big Sisters -- Board Member
Columbus Rotary Club
Columbus Chamber of Commerce

REFERENCES

Available upon request

(Writer has hands-on construction background but is moving into professional management.)

Tom Phillips

187 Pepper Ridge Circle
Lakeland, Florida 23689
(863) 831-3587

SKILLS SUMMARY

Solid experience in management and supervision of construction field projects to completion. Possessing the skills to build, strengthen and maintain people relationships. Excellent writing and verbal skills. Technical aptitude and background. Self motivated in continuing education. Professional manner and personal commitment to high standards of integrity.

QUALIFICATIONS

MANAGEMENT

Accomplished in planning, scheduling and directing construction projects to completion. On site supervision of detailed homes valued up to \$650,000. Assisted in planning for new upscale subdivision. Responsible for contractor-customer follow-up and liaison.

INTERPERSONAL SKILLS

Proven ability to interact positively with a wide range of people. Five years in field sales selling premium quality products; opening new accounts with follow-up, service and repeat sales. Participated in field training of sales reps. Program included instructing, training and also follow-up and evaluation with both trainees and home office management. Won company wide award for highest training sales production.

TECHNICAL ABILITY

Bachelors degree in biology with chemistry minor. Resourceful in research and information searches. Self taught in knowledge of selection and utilization of construction materials and structural requirements. Successful experience in understanding and operating within technical boundaries, focusing on detail and accuracy.

PROFESSIONAL EXPERIENCE

MAINTENANCE ENGINEERING – LAKELAND, FL

Sr. Field Trainer and Field Sales May 2007 - Present

ADEX CORPORATION – LAKELAND, FL

Superintendent of Construction Jan. 2001 - Nov. 2007

PRESERVATION CONSTRUCTION COMPANY – ATLANTA, GA

Superintendent of Construction Mar. 1997 - Jan. 2001

NAS CONSTRUCTION COMPANY – ORLANDO, FL

Owner operator Mar. 1993 - Mar. 1997

INTERNATIONAL HARVESTER COMPANY – ORLANDO, FL

Quality Control Inspector 1992 - 1993

EDUCATION

Florida State University – Gainesville, FL
Bachelor of Science - 1991 Biology major; Chemistry minor
Dade County Vo-Tech
Building Trades - 1985 - 1986

SEMINARS

Denis Waitley	2009
Brian Tracy	
“Psychology of Success”	July 2007
Media Images	
	Jan. 1999 - Mar. 2006
Kenneth Blanchard	
“The One Minute Manager”	2003
Adventure Works	
“The 48 Hour Adventure”	2002

REFERENCES

Available upon request

(This lady had only one employer, no college degree, and assumed she was trapped. But we were able to show and emphasize transferable Areas of Competence, positioning her as a great candidate in other industries.)

Joyce A. Parker
398 Manor View Lane
Brentwood, Tennessee
(615) 377-6798

SKILLS SUMMARY

Solid experience in multiple facets of office operations. Knowledgeable in data entry and computer functions. Proven skills in instructing and motivating co-workers. Committed to high work ethics and to attainment of management goals and objectives. Described by others as loyal, trustworthy and fun loving.

PROFESSIONAL EXPERIENCE

SOUTH CENTRAL BELL , Nashville, TN. August 1993 -- Present

ORGANIZATION

Oversaw development and implementation of programs switching from rural route numbers to house numbers. Increased efficiency of departmental system. Dealt with key community leaders to coordinate 911 system. Competent in technical areas with focus on detail and accuracy. Performed accounting functions including reconciling employee payroll records, data entry, and inventory management.

TRAINING

Confident in managing and supervision employees. Works well with all personality styles. Responsible for accuracy of incoming employee performance. Strong interpersonal skills with ability to diffuse workplace tension. Created departmental instruction manual. Coordinated employee hours and duties while building team spirit and commitment. Able to handle variety of tasks and responsibilities simultaneously. Strong accountability to management. Part of #1 rated office in 9 state region.

CUSTOMER SERVICE

Competent in setting up service and completing problem resolution. Assisted in negotiating customer concerns, leading to win/win solutions. Liaison between company and clients. Ability to communicate with customers in person or by telephone and to establish rapport and support.

EDUCATION

Nashville Technical Institute	-- Beginning Electronic Telecommunications Word Perfect
Overton High School	-- 1993 Graduate

PROFESSIONAL SEMINARS

- Be a People Pro
- Telecommunications Excellence
- Customer First Service
- The Quality Advantage

REFERENCES

Available upon request

(Writer has technical construction skills and is building directly on past experience)

Bob Francis
367 Old Hickory Blvd.
White House, Tennessee 37189

Resume of Qualifications

(615) 931-4507

SKILLS SUMMARY More than 24 years experience in construction, including management/ supervision, estimating, and purchasing. Working knowledge of drafting, carpentry and welding, with excellent troubleshooting and problem solving skills.

PROFESSIONAL EXPERIENCE

FOREMOST CONSTRUCTION Nashville, TN
Licensed Contractor #00036484 July 03 -- Present

HARDAWAY CONSTRUCTION Nashville, TN
Journeyman Carpenter April 95 -- July 03

MILLWORKS INTERNATIONAL Nashville, TN
Manager: Estimating, Purchasing, Designing Cabinetry, Supervising cabinet makers. Feb. 91 -- April 95

FLUOR DANIEL SERVICES CORP. Greenville, SC
Journeyman Carpenter: Read blueprints, Shot elevations, Operated manlifts and supervised concrete pouring. March 90 -- May 91

FRANCIS CABINETS Joelton, TN
Owner/Operator: Responsibilities included all sales, estimates, drafting, purchasing and collections. Feb. 84 -- March 90

HAURY & SMITH CONSTRUCTION COMPANY
Nashville, TN Trim Carpenter Jan. 83 -- Feb. 84

EDUCATION

TENNESSEE STATE UNIVERSITY 1991 - 1994
NASHVILLE AREA VOCATIONAL SCHOOL
(Welding -- 496 Hrs)(Architectural Draftsman Detailer -- 676 Hrs)

REFERENCES Available upon request

(Writer is a sales professional building from past employer experience.)

James Phillips

3456 Magnolia Dr.

Rome, GA 24608

(713) 646-3274

SKILLS SUMMARY

Solid experience in consultative outside selling, promoting and concept marketing. Competent in planning, organizing, and creating strategic plans with distributors. Committed to high work ethics and attainment of sales goals. Proven skills in territory management and the ability to increase sales. Comfortable negotiating agreements with win/win outcomes.

PROFESSIONAL EXPERIENCE

2008 - Present

EBM Industries

Sales Representative

Market wide range of specialty products to Industrials, OEM's, and electrical contractors. Responsibilities include establishing product specifications with design engineers while generating increased sales. Coordinate market planning, product training meetings, stock analysis, and new product introductions. Budget has expanded 250% over 4 years to 2.5 million while budget goals have been achieved each year. Increased current territory sales by 25%. Promoted to Senior Sales in 1987.

2004 - 2008

IBM International

Customer Service Representative

Coordinated inside sales responsibilities to OEM accounts representing 3 million in sales in 1984. Provided technical assistance, negotiated pricing, generated technical quotations in addition to scheduling sales orders.

2003 - 2004 CHAMPION INTERNATIONAL INC.

Sales Service Representative

Sold forest products for Fortune 500 company through selected building materials distributors. Inside sales responsibilities included Inventory control of satellite distribution center and purchased selected products.

2001 - 2002 B-LINE SYSTEMS, INC.

Outside Sales

Promoted to outside sales after 8 months. Territory of North and South Carolina. Sold through electrical distributors. Responsible for product specifications at major Industrial accounts and engineering firms.

EDUCATION B.S. -- Georgia Institute of Technology, 2001

Major: Industrial Management

REFERENCES Excellent references available upon request

CREDENTIALS

State of Pennsylvania Civil Engineer No. C03787345
State of Pennsylvania Structural Engineer No. S099743

AFFILIATIONS

Member, Structural Engineers Association of Pennsylvania
Pittsburgh Chamber of Commerce
Women in Business, National Association

REFERENCES

Available upon request

Deborah Turner

Marketing -- Advertising -- Communications

Professional Profile Creative, Self-Motivated, professional with 13 years experience in marketing and business management. Skilled at communication and customer service. Adept problem-solver with proven ability to coordinate projects including graphic design and promotional components.

Summary

- Built advertising department for retail clothing store as company's first Marketing Director
- Reorganized and centralized marketing functions of 10 regional banks following merger, increasing budget efficiencies by 28%.
- Oversaw development of corporate training videos
- Secured statewide press coverage in Atlanta Journal for promotional rollout.
- Coordinated fundraising for Muscular Dystrophy annual walkathon, raising an 18-yr high in funds and participation.
- Designed direct mail campaign for successful state senator race.

Career Highlights

Advertising Coordinator Samantha's Fashions Atlanta, GA

- Expanded territorial sales by 400%.
- Received company's highest sales award four years in a row.

Marketing Director Regions Bank, Inc. Atlanta, GA

- Coordinated merger marketing and public relations campaign
- Controlled \$2 million advertising budget
- Developed Excellence in Sales training course.

Muscular Dystrophy Association South Ridge, GA

- Directed fundraising and promotional awareness, including all media

Education & Training

- B.A., Business Administration and Marketing
University of Georgia
- Graduated summa cum laude.

References Available upon request

(This gentleman had been out of the workforce for three years with a triple organ transplant. We drew from competencies of work experience prior to that time, but were able to cover the gaps and move on.)

James Bronson
3856 Confederation Rd.
Nashville, Tennessee 37229
(615) 896-3464

SKILLS SUMMARY

Solid engineering experience in machining and fabricating manufacturing environments. Strong interpersonal skills and ability to interact positively with all levels of management. Proven skills in technical design and systems, balanced with people management ability. Committed to high work ethics and to attainment of management goals and objectives.

RELEVANT SKILLS AND EXPERIENCE

MANAGEMENT

Capable of building strong teams for maximum utilization of people resources. Skilled at negotiating and resolving employee needs. Able to select, manage and motivate people for efficient production. Served as liaison between engineering and manufacturing. Responsible for quality and schedule performance. Competent in assessing risk factors.

PROJECT COORDINATION

Implemented and installed CAD/CAM/CIM system. Responsible for government regulations and DOD testing requirements. Quite familiar with Quality issues and requirements including MIL-STD 9858, Ford's Q-101, and GM's Targets For Excellence. Oversaw purchasing, JIT, Kanban logic, statistical process control, time measurement, and inventory control. Proficient at job costing, quoting, and processing.

ENGINEERING

Designed flow of work for innovative engine design (Ford's MOD-3 Modular Engine). Facilitated machining changes and personally suggested improvements. Strong background in automotive engineering. Experienced with conventional machining, automatic screw machines, cold forming, stamping, stretch forming, CNC mills and turning centers. Supervised and programmed CNC machined products relating to the fluid motion and fluid power industry including hose fittings, connectors and fasteners for the military, automotive, and OEM manufacturers.

PROFESSIONAL HISTORY

BLAIRS, INC. Nashville, TN 2007 -- Present
PARKER HANNIFIN CORPORATION Cleveland, OH 2000 -- 2007
AVCO/TEXTRON AEROSTRUCTURES, Nashville, TN 1997 -- 2000
BETTY MACHINE CO., Nashville, TN 1995 -- 1997

EDUCATION

B.S. Manufacturing Engineering Technology, MTSU, May 1995
A.S. Mechanical Engineering, July, 1987
A.A. Industrial Engineering, March, 1987
(Currently completing M.S. in Industrial Studies)

REFERENCES

Available upon request

HELEN DRISCOLL

Mt. Washington, New Jersey 09675 Phone: (512) 291-1404 Email: info@comcast.net

CAREER FOCUS:

ANALYST / PROGRAMMER

Team-oriented, quality-focused IT Professional with experience as a Software Engineer and Programmer Analyst for new systems and system enhancements in diverse industries.

Expertise includes:

Systems Analysis _ Coding _ Program Specifications _ Data Mapping Requirements

Online and Batch Programs _ SPUFIs _ Test Scripts _ Testing Support

PROFESSIONAL EXPERIENCE

PARSONS COMPUTER PROFESSIONALS, INC. – Cranford, New Jersey September, 2009 to January, 2011

STAFF CONSULTANT

Programming Consultant working at client site (Vanguard Group) for this global IT outsourcing/contracting firm. Served on 8-person, cross-functional project teams performing program development, enhancements and testing for several of Vanguard's financial services information systems. Developed program specifications, test scripts, SPUFIs, DB2 batch programs and data mapping requirements. Utilized DB2, COBOL2, CICS, MVS JCL, VSAM (legacy system), Microfocus Mainframe Express, Endeavor and other technologies.

Project Highlights:

- * Delivered outstanding results under strict deadlines in ever-changing environments. Maintained excellent track record of client satisfaction and on-time assignment completion.
- * Managed code editing and process corrections and developed transaction engine for large enhancement (Vanguard Brokerage Option Phase 2), a product which allows Vanguard clients to independently transfer investments between portfolios when changing employers. Took responsibility for an additional project section that was in jeopardy, successfully completed assignments on time and restored relations with client's DBA staff.
- * Wrote programs and code for tables for system that would make a number of client's smaller systems obsolete.

ALUNION FINANCIAL – Worcester, Massachusetts

2006 to 2009

SOFTWARE ENGINEER

Software Engineer performing maintenance and developing ad hoc programs and enhancements on the Vantage Annuity System for this financial services company. Served as primary point of contact for IT staff and brokers in the field for a large system with hundreds of subprograms. Held full responsibility for disaster recovery testing. Gained knowledge of writing DB2 SPUFIs and writing in different languages.

- * Independently developed online and batch process for creating TSA (Tax Shelter Annuities) definitions and letters, requiring changes to, or writing of, 15 programs.
- * Created batch process for data extract for Electronic Data Interface (EDI) feed from Annuities system to DSTFanmail and NSCC. Analyzed and re-organized nightly job schedule to include several parallel jobs running simultaneously and supervised third shift computer operators to ensure successful project completion.
- * Ensured Y2K readiness for the Repetitive Payment System. Performed system analysis, developed test plan, prepared program modification specifications, and supervised contractors to complete project on time.
- * Selected to chair department's Employee of the Month committee.

NEW ENGLAND POWER SERVICE COMPANY – Westboro, Massachusetts

2001 to 2006

ASSOCIATE INFORMATION ANALYST

Developed programs and enhancements for numerous IT systems, including timekeeping, payroll, accounting and fleet management for this large utility company. Utilized numerous technologies including EasyTrieve Plus, COBOL2 and DB2.

- * Successfully completed challenging project for time entry system using IEF language despite no prior experience with the language. Met severe time constraints and worked in adverse conditions in a mobile office. Survived 4 different project leaders within 8 months to become SME on the system.

EDUCATION

BOSTON UNIVERSITY – Boston, Massachusetts

Bachelor of Science, Business Administration

Concentration: Management Information Systems

TECHNICAL SKILLS

COBOL2

COBOL

DB2

EasyTrieve Plus

QMF

SQL

EDI Entry

EDI Developer

CICS

MVS JCL

VSAM

TSO/ISPF

Microfocus Mainframe Express

Endeavor

File Aid

MS Office

James C. Tanner

512.291.1404 • info@bellsouth.net New Rochelle, New Jersey 09678

- Target**
- Career-focused Information Systems generalist seeking entry-level Visual Basic programming opportunity.
- Strengths**
- Microsoft Certified Professional credential—Designing and Implementing Desktop Applications with MS Visual Basic 6.0
 - OS Expertise: Windows 9x/2000/XP ... AS400
 - Logic & Flowcharting ... RDBMS ... C / C++ ... Java ... Active X Controls
 - SQL ... VBA ... HTML ... RPG/400 ... COBOL II ... FORTRAN
 - Program design and development integrating Visual Basic with MS Access, using the database in the interface, and retrieving data using SQL statements

Value-added

Attributes

- Mature, energetic and highly professional. Flexible and adaptable— willing to work overtime, odd shifts or on an on-call basis to deliver superior, clean and readable code under tight deadlines.
- Logical thinking, detail oriented perfectionist—highly suited to performing exacting analytical work under intensive time pressures.
- Outstanding communication, information gathering and focused listening skills—competent in asking appropriate questions to effectively and completely understand assignment or critical need and deliver expected results.
- Willing to exercise initiative, take on increased responsibilities, learn new skills independently and maintain good working relationships by demonstrating a sense of humor and interpersonal respect for co-workers.

Programming

Experience

Programming Intern • November, 2002 to March, 2010

THE JOHNSON CORPORATION, Three Rivers, Michigan

- Worked directly with VP of Research & Development (R&D) and in close collaboration with internal R&D professionals to design critical interface allowing end users (sales personnel) to input up to 5 data sets and accurately and rapidly process vast amounts of complex scientific data on site for customers in the paper manufacturing industry.
- Sole applications programmer on project. Developed standalone, Visual Basic 5.0 application featuring nested-if statement validity checking for 10 different pressure, temperature and flow conditions, a series of Error Message displays, 10 types of pressure, temperature and flow labels, and a comprehensive report generation and printing function.
- Net results: Program reduced time required to calculate raw data and streamlined storage of technical data.

Advanced Technical Training

Programming Degree Track • October, 2002 (4.00 GPA)

BRICK COMPUTER SCIENCE INSTITUTE, Brick, New Jersey

- Mastered techniques required to design, write, implement, debug, enhance and maintain business software applications on PC platforms through extensive classroom-based instruction and applied learning opportunities involving real-world programming methodologies. Featured projects include: Database Management: Programmed 2 version releases of a Visual Basic front end / MS Access back end application. Executed all critical aspects of validity checking, screen design, work flowcharting / planning, etc.

Game Development: Incorporated several different games into 1 user authenticated, password-protected application. Executed story planning, developed menu systems and designed task bars, programming entire package (2 games and 1 splash/intro game) in Visual Basic 6.0.

Education

KALAMAZOO VALLEY COMMUNITY COLLEGE, Kalamazoo, Michigan

Computer Information Systems • 2001 (with Honors; GPA: 3.80)

Mathematics • 1993 (with Honors; GPA: 3.86)

MONMOUTH UNIVERSITY, West Long Branch, New Jersey

Bachelor of Science—Elementary Education

Interim Employment

Team Captain • July, 2001 to Present

MERRY MAIDS, INC., Rochelle Park, New Jersey

- Lead multi-person teams in performing at or above franchise standards.

Bakery Clerk • November, 1999 to March, 2000

MORRISONS, INC., Princeton, Michigan

- Worked part-time for this supermarket chain while attending college.

Teaching Career

Elementary Instructor • 1990 to 1997

THE MONTESSORI SCHOOL, Kansas City, Missouri

Elementary Instructor • 1988 to 1990

NEW HORIZONS MONTESSORI SCHOOL, Philadelphia, Pennsylvania

Summary

- Deliberate career changer unafraid of taking risks to learn new skills and enhance career prospects. Willing to absorb relocation expenses.

John Q. Public

48 Days to Success Drive ~ Franklin, TN 37064
615-373-7771 (home) 615-373-7771 (cell)
JohnQ@48days.com

Leader

Creative

Teachable

Flexible

Enthusiastic

Personable

Optimistic

Confident

Persuasive

Inspirational

Patient

Analytical

Rational

Bold

Calm

Consistent

Professional Skill Sets

Success Minded Team Player: Thrives in an environment where attention to detail coupled with independent creativity and corresponding action is a must to achieve organizational goals and directives.

Exceptional Networking/Relationship Building Skills: Consistently achieves desired results in competitive business environments through building and maintaining key relationships where long term sales success is not only achieved by *what* you know but *whom*.

Outstanding Business Administration Skills: Includes, but is not limited to, effective time management, goal setting, planning, organization, leadership, contracting, recruiting, training, management and inspiration, customer support and service – developed and demonstrated by 16 years of successful corporate representation and small business ownership.

Proven Selling Skills: Demonstrated by award winning success as a representative with two of the world's leading pharmaceutical companies and as an Independent Sales Director with one of the Nation's largest direct selling companies.

Work History

The Pampered Chef®,
Nashville TN - **Independent Sales Director**
12/97 to Present

Southwestern Business Resources,
Nashville, TN - **Healthcare IT Executive Recruiter**
12/07 to 12/08

Merck & Company,
Nashville, TN, - **Pharmaceutical Sales Representative**
12/95 to 12/97

Hoechst-Roussel Pharmaceuticals,
Philadelphia, PA, - **Advanced Sales Representative**
09/92 to 12/95

Education

Lafayette College, Easton, PA
Bachelor of Arts - Business and Economics

John Q. Public

48 Days to Success Drive ~ Franklin, TN 37064
615-373-7771 (home) 615-373-7771 (cell)
JohnQ@48days.com

Work History Detail

The Pampered Chef®, - Independent Sales Director

12/97 to Present

- Successfully recruited, trained and managed 98 new consultants over thirteen years
- Consistently finishing in **top 5% of sales force**, made up of over 70,000 consultants worldwide, earning **Premier Award Trips** to Spain, Austria, Alaska, Hawaii, Disney World, Cancun, Bahamas and New Orleans
- Earned national recognition and awards for achieving **Top Performance Cluster Award for Excellence in Sales**: eight times in ten years
- Earned national recognition and awards for achieving **Top Performance Cluster Award for Excellence in Recruiting**: twice for recruiting, training and managing new consultants to meet specific sales goals
- Featured speaker three times at company National Sales and Leadership Conferences on time management, sales training and building relationships with customers

Southwestern Business Resources, Nashville, TN - Healthcare IT Executive Recruiter

12/07 to 12/08

- Responsible for prospecting, approaching, evaluating and closing senior and executive level candidates by developing trustworthy relationship over the telephone
- Presented qualified, screened candidates to key industry leaders
- Directed the hiring process with each candidate from initial point of contact to acceptance of offer including negotiation of compensation, benefits and relocation packages
- Developed and executed a balanced daily plan of action to include key areas of business: business development, candidates and clients
- Coached candidates by looking at implications of their job change in terms of: financial future, family, location, and long term career placement strategy
- Developed and executed a marketing plan to develop relationships and gain business with high-level decision makers at 130 health systems.

Merck & Company, Nashville, TN, - Pharmaceutical Sales Representative

12/95 to 12/97

- Exceeded goals for sales and growth of market share in promoted products through prioritized sales presentations to targeted healthcare professionals
- Involved in the successful launch of the first in class product Fosamax in 1996
- Partnered with district team members to ensure full coverage of targeted physicians at three primary hospitals : Baptist, Centennial and Vanderbilt

Hoechst-Roussel Pharmaceuticals, Philadelphia, PA, - Advanced Sales Representative

09/92 to 12/95

- Increased sales of top three products in 1993 and again in 1994
- Ranked in **top five percent nationally** for dollar increase of Trental in 1993 out of 650 representatives
- Honored with **Silver Sales Award** for **top 19 national ranking** in new Altace prescriptions in 1994
- Promoted to Advanced Sales Representative in 1994

References Available Upon Request