

YOUR NAME

Address
City, State Zip
Phone, Fax
e-mail

OBJECTIVE

Seeking a **(see below)* sales representative position within a growth oriented company where advancement and earnings are based upon performance and achievement.

****(Please make a medical sales representative and a pharmaceutical sales representative resume)***

EXPERIENCE

Xerox Corporation, Los Angeles, CA
Major Account Executive June 2001-Present
Sales Representative

- #1 Sales Representative 2004 – 10 out of 12 months
- #1 Sales Representative Producer in Los Angeles Office 2005 YTD
- Ranked in the top 15 Sales Representatives Nationwide 2005 YTD
- Certificate of achievement award May 2002 – 200% over quota
- Responsible for obtaining one of the largest accounts nationwide- The County of Los Angeles
- Highest Net Revenue Award October 2004 – 675% over quota
- Circle of Excellence Award – 2001 & 2004
- Surpassed expected quota 2001-2002 - 200%
- Promoted to Major Account Executive after 9 Months

Gallo Wine Company Los Angeles, CA
Sales Representative May 1999 - June 2001

- Top Closer 2000-2001
- Increased revenue 30%
- Sales Representative of the Month Award

EDUCATION

University of California, Los Angeles May 1999
▪ Bachelor of Arts, Communications
▪ Graduated Summa Cum Laude

ATHLETIC ACHIEVEMENTS

- Member of University of California, Los Angeles' Football & Track and Field Teams 1995 – 1999
- Captain of Football, 1998-1999/Captain of Track & Field, 1997-1999 (All American Honors)
- UCLA Senior Scholar/Athlete of the Year award, 1999