



SAMPLE RESUME – CHRONOLOGICAL

NAME

City, State

Phone Number

E-Mail Address

SUMMARY

Sales, marketing, and engineering professional with expertise in public and private network architectures. Demonstrated successes in integrating technology and work processes to effect change. Dynamic and effective leader with proven track record of managing business development.

PROFESSIONAL EXPERIENCE

COMPANY NAME, City, ST

XXXX-XXXX

(Description of the company's business)

Senior Sales Executive

- Created, developed and implemented strategic plans supporting company initiatives in the long-haul carrier space.
- Secured \$100M optical networking contract with (company) – growing the business market share 5% in a declining market.
- Developed a new business relationship with 10 clients within a 4-month period.
- Managed a team of six Sales Engineers.

COMPANY, City, ST

XXXX-XXXX

(Description of the company's business)

Account Executive (xxxx-xxxx)

- Developed and executed strategic initiatives to support revenue growth, new product introduction, and executive relationships.
- Secured two 5-year contracts with (company), producing \$12M of revenue annually.
- Orchestrated new technology standardization and deployment within Pacific Bell, increasing annual revenue by 20%.
- Led company to six (6) consecutive years of "Gold" level recognition within Quality Partner Program.
- Earned President's Sales Club honors in xxxx.

Sales Engineer (xxxx-xxxx)

- Advanced sales of optical cable and components to (company), yielding 50% revenue growth over the three-year period.
- Developed a marketing and delivery process to increase client's service velocity, resulting in 15% growth in annual revenues.
- Earned President's Sales Club honors in xxxx & xxxx.

Product Manager (xxxx-xxxx)

- Managed profitability of strategic LAN products in support of Private Networks.
- Led sales, marketing and manufacturing team in successful efforts at (company) and (company) to deploy new fiber-to-the-desk topologies.

Senior Project Engineer (xxxx-xxxx)

- Executed responsibilities for project management, customer training, field sales support and field product support.
- Successfully managed project to interconnect and test a 700-mile terrestrial optical cable link from Wyoming to Missouri to support WorldCom initiatives.
- Selected as engineering representative to support international business development for the Japanese market.

EDUCATION

Master of Business Administration

Texas A&M - College Station, TX

Bachelor of Science in Engineering

United States Military Academy

PROFESSIONAL TRAINING & DEVELOPMENT

- "Selling to VITO"
- Business Issues Selling
- Account Development Strategies
- Strategic Pricing