

CHRIS DOE

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MyTown, OH 44xxx

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SUMMARY

Results oriented Sales and Marketing Professional. A proven track record, which has demonstrated a progression focus in market share growth, new product/service introductions and inspiring customer loyalty. Proven leadership and team skills. Full P&L responsibility while successfully exceeding customer expectations and a vision to support the profitability of the organization.

PROFESSIONAL EXPERIENCE

XYZ CORPORATION – Somewhere, KY

2002-20xx

Industry leader.....

General Manager - Anywhere, OH

Managed a sales, operations and technical support team with nine direct reports leading an on-site team of 70 people, reporting directly to the Region VP.

- Won back largest healthcare account and secured an early renewal of a long-term contract as a result of effective negotiation and delivering a measurable increase in customer satisfaction.
- Negotiated an increase of base revenue by \$21 million through the elimination of fluctuating monthly overage charges.
- Increased operating profit by 40% for 2001 through the creation of an expense management program that led region in profit growth.
- Led 100% increase in sales revenue for all products and services through design and implementation of an inside sales program that became the model for other accounts.
- Created 35% cost savings for the customer, and increased orders by 50%, on stationery products and forms through the creation and design of a web-based ordering solution.
- Exceeded target for on-time delivery of all completed projects by designing a software application to track job status that received a national best practice award.

ABC PROFESSIONAL SERVICES – Anywhere, CA

1999 – 2002

National provider

Regional Manager Imaging Services Division

Led expansion of division's products and services in a three state territory. Managed a sales force of five and supported by an operations team of 30.

- Exceeded revenue targets by 30% in first six months by designing and implementing a sales, marketing and operations plan.
- Created a 25% national cost savings through development and negotiation of strategic alliances.
- Led rollout of first national contract for medical records retrieval through successful creation of a strategic plan to meet customer and corporate requirements.
- Delivered sales expansion of \$1.0 million as a result of the design and development of a direct marketing program to the top 200 accounting firms and Fortune 500 accounting departments.

ACME, INC. – Anywhere, OH

1995-1999

Director of Marketing (1997-1999)

- Achieved target sales revenue through the development of a strategic marketing plan.
- Accomplished sales expansion of \$2.0 million by implementing a direct sales campaign in manufacturing.
- Secured \$150K in venture capital for expansion and eventual merger through the creation of a business plan.

Marketing Executive (1995-1997)

- Sold first contract for this start-up company by successfully negotiating a three-year services contract.
- Conceived, designed and implemented marketing program from start-up.

EDUCATION

My University - Anywhere, OH
Bachelor of Business Administration

My Community College - Anywhere, OH
Associate of Applied Business

AFFILIATIONS

Association of Imaging and Information Managers

ADDITIONAL COURSES AND SEMINARS

Operational Excellence
The Best Customer Service
Managing Managers

COMMUNITY ACTIVITIES

Trustee, My College Endowment Fund
Board of Directors, Doe Foundation

HONORS AND AWARDS

My Company President's Club, 2003 & 2005
Man of the Year – 2004
Acme Kiwanis