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Joseph Anderson

Objective: Executive Sales or Sales Manager in a progressive organization, where business is enhanced through strong communications skills (both written and verbal), energy, creativity, drive, consultative sales skills, strong closing skills, and the ability to execute.

Experience: **Smith Marketing**-Chicago, IL: 2000-present
National Accounts District Sales Manager-Midwest
Manage National Accounts for the Business Process Outsourcing Division. Duties and responsibilities include: prospecting and general sales, managing seven sales people, forecasting, and pipeline management. Lead high-level CxO discussions to educate clients on the market place, for payroll, HRMS, benefits, and administrative services.

- Create CxO business level relationships and solutions.
- Selling additional business into existing account base.
- Prospecting and generating new accounts in Fortune 1000 client base.
- Rookie of the Year Midwest Region 2001.
- Achieved 2001 Presidents Club Award.
- Second consecutive year over sales plan and lead the country in Human Resource Management Systems sold 2002.
- Manage and develop complex multi-line team sales.

Healthstar, Ltd.-Dallas, TX: 1997-2000

Sr. Sales Representative / Regional Sales Trainer

Promote tissue management devices and pharmaceutical therapies to surgical professionals within large teaching and private hospital groups. Successfully prospect, negotiate, and close deals, while forecasting and tracking business activities. Build relationships and drive business through new accounts, expand usage and increase prescribing habits. Regional trainer facilitating critical skill development among new sales representatives required to increase revenue in new territories.

- Consistently ranked in top 5% for revenue increase.
- 1998 1st runner up Salesperson of the Year.
- 1998 and 1999 achieved Sales Incentive International Trips.
- Management team member tasked to review and update field training program.
- Provide market data to senior management that led to test market devices and pharmaceuticals influencing development.
- Attend many national conferences such as Wound Ostomy Continence Nurses Society (WOCN), The Symposium on Advanced Wound Care (AAWC), and the American Associate of Physicians Assistance (AAPA).

Royal Corporation-Pepin, WI: 1995-1997

Sales Representative

First Sales Representative hired to develop new factory-direct branch. Sold specialized material handling equipment to Fortune 500 companies to optimize distribution and warehousing. Assisted in warehouse design. Negotiated large contracts within corporate budgets. Developed business relationships while coordinating vendors, contractors and Crown Service technicians with great attention to detail.

- Created CxO business level relationships and solutions.
- Managed complex sales cycles.
- Generated 50% of sales increase first year.
- Increased customer base 100%.

Progressive Business Systems, Inc. PBS-Peoria, IL: 1993-1995

Systems Consultant

Provided practice management tools to the medical and dental professions, such as electronic forms, paper forms, filing systems, electronic record storage and disposable supplies. Experienced in field sales training of newly hired consultants.

- Increased customer base by 33% through the pursuit of aggressive prospecting and marketing strategies.
- Won several sales awards for largest quarterly sales. (Q2, Q4 in 1994 and Q1, Q3 in 1995).
- Liaison for test marketing program between Professional Business Systems, Inc. and Colwell Systems, a division of Deluxe Corporation. Gathered and developed information while promoting entire healthcare product line of Colwell Systems and continuing as Systems Consultant for Professional Business Systems, Inc.
- Produced the highest recorded monthly increase in revenue for 1994 and 1995.

One-net Communications-Chicago, IL: 1992-1993

Sales Representative

Serviced small to medium sized businesses by selling telecommunication packages canvassing a wide geographic territory. Focused extensively with business owners and high-level executives during the entire sales cycle. Utilized cold calling skills while approaching an average of 75+ prospects per day.

- Among the top sellers in revenue and orders generated in the nations largest office within a six-month period.
- Won several sales incentive contests.

Education:

University of Iowa-Iowa City, Iowa 1990

- Bachelor of Arts, Psychology with an allied field in Biology.

Skills/interests:

- *Skills:* Windows XP, MS Office Suite 2000, Lotus Notes R5, Act! 2000
- Miller Heiman's Strategic Selling™, Prospecting to the Top, Fear Free Prospecting & Self Promotion, Winning the Complex Sales by The Complex Sales Inc., Socratic Selling Skills by IIR Management Development, Sales Presentation Skills by Communispond, Inc., Behavioral Style Sales Strategies by Ron White and Associate, Helping Clients Succeed by Franklin Covey. Computer course work includes How to Troubleshoot, Tune Up and Maintain PC's by CompuMaster.
- *Interests:* Technology, Golf, Running, Cycling, Fine Wine and Cooking.

--References Available Upon Request--