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# Joseph Anderson

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**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: 2007-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: 2001-2006

*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 1<sup>st</sup> 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: 1997-2001

*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%.

**Education:** University of Iowa-Iowa City, Iowa 1997

- Bachelor of Arts, Psychology with an emphasis in Biology.

**Skills/interests:**

- *Skills:* Windows XP, MS Office 2007, Excel, Access
- 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.