

CLIENT NAME

Address, City, State, Phone #, email@yahoo.com

SENIOR-LEVEL OUTSIDE SALES MANAGER & BUSINESS OWNER

Visionary ~ Business Development ~ Market Penetration ~ Turn-around Management

Innovated, award-winning Outside Sales Manager and Business Owner with extensive business development experience within highly competitive markets and territories. Possess a very successful and impressive record of sales growth within assigned territories. Collaborative communicator continually focused on building relationships and promoting synergy across business lines and territories to drive positive change, cohesive, comprehensive business approaches and enhanced profitability. *Areas of Expertise include:*

- ✓ Strategic Planning & Forecasting
- ✓ Business Development
- ✓ Sales Planning & Marketing
- ✓ Territory Management
- ✓ Restaurant Management
- ✓ Relationship Building
- ✓ Staff Training & Leadership
- ✓ Sales & Marketing
- ✓ Revenue & Profit Growth
- ✓ Project Management
- ✓ Problem Resolution
- ✓ Market Expansion

BUSINESS OWNER EXPERIENCE & NOTABLE CONTRIBUTIONS

GILLIGANS BAR AND GRILL • Green Bay, WI • 2011-Present

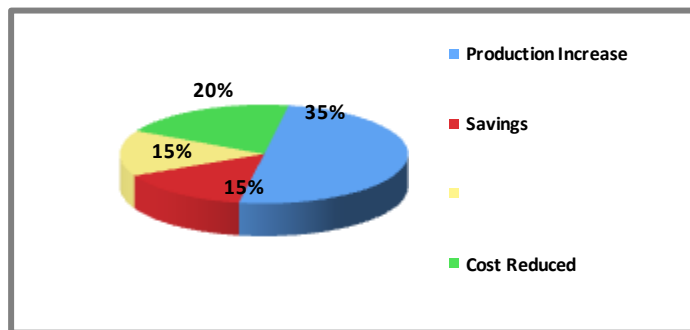
Very popular restaurant serving affordable means, with full bar access and outdoor seating and dance floor

OWNER

Developed and implemented strategic repositioning, restructuring, menu development, fund raising and full operational management for very success Bar and Grill with a keen focus on raising standards of operations, risk management, advice and client service and capitalized on technological advantages as well as loyal customers and strong community support.

CONTRIBUTIONS & PROCESS DEVELOPMENT:

- Employ superb leadership, time management, problem resolution and analytical skills to drive the daily operation of a very busy and very successful restaurant.
- Oversee the execution of daily business management duties including budgeting and payroll, sales, marketing and promotional events, recruiting and training employees.
- Direct and oversee the smooth operation of Front-of-House (FOH) and Back-of-House (BOH) operations.



RIVER BEND STEAK AND SEAFOOD RESTAURANT • Green Bay, WI • 2006-2012

Extraordinary Supper Club serving classic American seafood; located right on the shore of Duck Creek

OWNER

Oversaw, directed and managed the daily operations of a \$2.2 million-dollar restaurant.

- Managed and oversaw the successful completion of duties including cooking, cleaning, inventory and employee management.
- Hired, trained, evaluated, disciplined and supervised staff; also prepared schedules and payroll.
- Authored operational manual in order to instruct all employees of duties, responsibilities, policies and procedures.
- Managed financial reporting, budgeting, marketing and advertising to ensure business success.

OUTSIDE SALES EXPERIENCE & NOTABLE CONTRIBUTIONS

RITE HITE CORPORATION • Milwaukee WI • 1998-2007

A leading global manufacturer and distributor of innovative industrial loading dock and door equipment

OUTSIDE SALES REPRESENTATIVE

Spearhead sales and marketing initiatives within protected territories.

KEY ACCOMPLISHMENTS:

- Executed strategic sales presentations to key stakeholders to explain company products and services.
- Established binding relationships with key individuals within Fortune 500 manufacturing and distribution centers in order to grow capital equipment sales, existing accounts, as well as prospecting and securing new customers.

K&K MATERIAL HANDLING • Milwaukee, WI • 1994-1998

A leading supplier of "trouble-free" material handling products for specific industries for over 50 years

OUTSIDE SALES REPRESENTATIVE

- Executed territory management and brand development and marketing initiatives.
- Supervised daily outside sales operations; covered scheduled sales leads in Wisconsin territories; generated new sales and maintained contact with current and past customers.

EDUCATION

Bachelors Degree

OSHKOSH UNIVERSITY | Oshkosh, WI

Training Courses:

Various sales seminars

Training at Rite Hite training facility

ACHIEVEMENTS

President's Award- Arbon Equipment, Green Bay, WI