

John Smith

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Objective: Interested in the position of Computer Sales Representative with a leading Computer Dealership, where I can put to use my marketing & customer service skills to practice.

Summary of Qualification

Great negotiating skills & sales skills
Great customer service & communication skills.
Ability to gain customer confidence in the shortest span of time and build customer relations.
Ability to assess every different customers' needs.
In-depth knowledge of the computer sales
Able to effectively meet sales goals.

Experience

- GPL Computer Store New York
Computer Sales Representative 3/3/2009 to Present
- Sold computers and electronic data processing systems to business and industrial establishments.
 - Compiled lists of prospective customers for use as sales leads, based on information from newspapers, business directories and other sources.
 - Traveled throughout assigned territory to call on regular and prospective customers and to solicit orders.
 - Quoted prices and credit terms.
 - Prepared sales contracts for orders obtained.
 - Trained new hire sales representatives.
 - Prepared reports of business transactions and kept expense accounts.
 - Analyzed customer's needs and recommended computer systems that best met customer's requirements.
 - Emphasized salable features, such as flexibility, cost, capacity and economy of operation.
 - Consulted with staff engineers on highly technical problems.

Education

- State University of New York New York
Bachelors Degree in Marketing 2008
- Sunny Dale High School New York
High School Diploma 2004

References: Available upon request