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Objective: Interested in a position as a printing sales representative for a leading printing firm.

Key Skills:

- ◇ 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 printing equipment and printing sales
- ◇ Able to effectively meet sales goals.

Experience:

3/3/2009
to Present

GPL Printing Firm **New York**
Printing Sales Representative

- ◇ Visited business establishments to solicit business for printing firm.
- ◇ Interviewed purchasing personnel and quoted prices.
- ◇ Explained technical phases such as type size and style, paper stock, binding materials and various methods of reproduction.
- ◇ Contacted prospects, following leads submitted by management, established customers, and developed through other sources.
- ◇ Prepared sales promotional letters to be sent to prospective customers.
- ◇ Submitted formal bids on large orders of printed matter.
- ◇ Responsible for designing sales presentations and promotion campaigns.
- ◇ Responsible development and management of new business accounts.
- ◇ Responsible for printing management and distribution cycle.
- ◇ Assisted in planning, managing and budget.

Education: **State University of New York** **New York**
Bachelors Degree in Marketing 2009

References: Available upon request