

John McManus

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Objective: Interested in the position of a sales consultant with a leading sales corporation.

Key Skills: PROGRAM DEVELOPMENT
STRATEGIC MARKETING
CLIENT SERVICES

PROFESSIONAL PROFILE:

Levi Sales Corporation *New York*
Sales Consultant 3/3/2005 to Present

- ♦ Personally closed more than \$750,000 in gross sales of fine art within 18 months.
- ♦ Recognized quarterly in "Top Ten" national sales production among Levi Sales Corporation consultants.
- ♦ Introduced competitive financing and became subsequent gallery expert on applications.
- ♦ Revised in-house commission policies.
- ♦ Coordinated and supervised V.I.P. receptions.

XYZ Sales Corp. *New York*
Sales Consultant 3/3/2000 to 3/3/2005

- ♦ Managed complete profit and loss responsibilities, including purchasing, production, merchandising, marketing and accounting.
- ♦ Supervised all operations and designed all policies.
- ♦ Directed and managed staff of 10 full-time employees.
- ♦ Forecasted market trends with successful analysis of saleable applications.
- ♦ Selected for design excellence and featured in three trade publications.

Jefferson Sales Corporation *New York*
Marketing Representative 3/3/1998 to 3/3/2000

- ♦ Targeted union-negotiated benefit packages for new accounts.
- ♦ Developed lasting relationships with customers.
- ♦ Handled customer service, account renewals and benefit upgrades for large territory.

Education: *State Univeristy of New York* *New York*
Bachelor of Business Administration in Marketing 1998

State University of New York
masters in Business Administration

New York
2003

References: Will be furnished upon request