

## **John McManus**

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123 Redwood Street  
New York  
999-999-9999  
mcmanusjohn@xyz.com

**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