

First and Last Name

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LinkedIn: [LinkedIn Profile Goes Here].

Professional Summary

Business development and sales leader with over six years of sales experience and nearly a decade of employment in the foodservice industry. Adept in customer satisfaction, inventory management, time management, web development, web design, teamwork, professional communication, and mastery of Adobe Acrobat, Oracle Tableau/NetSuites, Linux OS (Libre Office), MCS Customer Management, and Urnerberry.

Areas of Expertise

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|----------------------|------------------------|-----------------------|
| • Food Processing | • Sales Management | • Product Development |
| • Account Management | • Business Development | • B2B Marketing |
| • Direct Sales | • Sales Acquisitions | • Marketing Strategy |
| • Strategic Planning | • Online Marketing | • Online Advertising |

Career Experience

Business 1

City, State

Business Development Manager/Foodservice Sales Specialist

December 2017 – August 2021

Oversaw, reported, and developed distribution growth and marketing capabilities of both start-up and well-established principals from every category of food manufacturing into million-dollar portfolios as a territory manager for IL, WI, IA, and MN, and covered over 30 distribution facilities. Secured accounts by calling upon 3,000+ business owners, category and merchandising managers, foodservice directors, and executive chefs. Acquired new products through various market segments, such as K-12 schools, colleges and universities, multi-unit corporate-held chain accounts, healthcare facilities, and individually-owned operators.

- Generated business through product specification research and development.
- Sustained relationships between manufacturers and distributors negotiating local marketing programs that established partnered ventures to grow business through LTO discounts to operators.
- Coordinated trade shows booths, and built new business with distributor sales representatives.
- Formulated products using raw materials and their functionalities with protein and extrusion technology, and textured plant proteins in meat alternative applications.

Business 2

City, State

Delivery Specialist/Paint Specialist

November 2015 – December 2017

Showcased features and benefits of purchased vehicles. Advised customers on operating, maintaining, and servicing cars, trucks, and SUVs. Influenced buyers to purchase automotive warranties; paint, leather, and fabric protection packages; windshield protection warranties; and weather tech mats.

Business 3

City, State

Financial Advisor/Associate Financial Advisor

January 2015 – December 2015

Counseled clients on financial matters and persuaded buyers to purchase products.

- Completed sales training courses by Robert Kiyosaki and Jordan Belfort.
- Earned the Youngest Employee to Obtain the Life and Securities License and Recruiting Specialist of the Month awards.

Business 4

Sales Representative

City, State

August 2013 – January 2015

Solicited customers through door-to-door sales to buy renovation projects, including windows, doors, four- and three-season sunrooms, insulation installations, roofing, and siding as a canvasser. Succeeded in selling services as a telemarketer by cold calling leads. Educated customers of energy efficiency benefits and long-term cost savings of utilizing the services.

- Surpassed weekly and monthly targets and earned the Sales Representative of the Month title numerous times.

Business 5

Sandwich Specialist/Customer Service Representative

City, State

January 2012 – July 2013

Operated the cash register to place and fill orders, prepared food, and maintained the work site.

Business 6

Customer Service Representative/Cook

City, State

June 2009 – January 2012

Executed order taking and fulfilling duties, prepared food, and sustained the facility's cleanliness.

Affiliations

The School Nutrition Association (SNA), American Culinary Federation (ACF), National Association of College and University Food Services (NACUFS), and National Restaurant Association (NRA)

Education

College of Dupage

Business Administration

Glen Ellyn, IL

August 2013 – July 2016