

**(Name Withheld)**

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**Capital Equipment Sales / Account Management**

Self-motivated, service-oriented sales professional with excellent business development skills and extensive technical experience. Demonstrated record of surpassing performance expectations while adding to knowledge of latest technology and providing exceptional customer service.

**Core Professional Strengths**

- ▶ New business development
- ▶ Networking and relationship building
- ▶ Training course development
- ▶ Presentations
- ▶ Key account management
- ▶ Consultative/solution sales
- ▶ Technical support
- ▶ RFQs and proposals

**Professional Experience**

NOVA POSITIONING SYSTEMS, Madison, Wisconsin 2004–present  
*Provider of GPS and optical surveying, mapping and construction solutions*

**Sales Associate**

Develop new accounts and grow existing accounts focusing on engineering and surveying firms and government and county agencies. Responsible for large sales territory covering Wisconsin and eastern Iowa. Also provide beginning and advanced level training for customers as well as technical support.

- Designated as “key accounts” sales representative for largest customer.
- Provided consultative assistance in establishing company standards for RFQs and proposals.
- Created training courses tailored to individual customer needs.

**Achievements**

- Increased sales 90% in 2006.
- Increased profits 3–4% per year since 2005.

WORTHINGTON & MARKS CONSULTANTS, Sheboygan, Wisconsin 2002–2004  
*Provider of consulting services for surveying, civil engineering and land use planning*

**Survey Crew Party Chief**

- Performed various construction, topographical, boundary and ALTA surveys.
- Chosen to assist lead crew chief during project for company’s largest customer.
- Provided assistance with GPS based on individual project needs.

*(Continued)*

## Professional Experience (Continued)

T.E. ROBBINS & ASSOCIATES, Davenport, Iowa 2000–2002  
*Provider of sustainable design and management solutions for transportation, energy, water resources and land development*

### Survey Technician

- Assisted party chief on high-profile surveying projects.
- Collected, recorded and downloaded survey data.
- Selected to handle 85% of satellite location projects.

PERFORMANCE INDUSTRIAL SOLUTIONS, Des Moines, Iowa 1997–2000  
*Worldwide supplier of penetration, preservative and treating plant equipment for wood products*

### GPS Field Supervisor

- Supervised various GPS/GIS surveys; managed 4–6 workers depending on the project.
- Acted as a liaison between customers and field crews.
- Managed inventory of supplies required to perform surveys.

## Education / Certifications / Affiliations

- **Bachelor of Science Degree: Geography and Cartography** 1993–1997  
The University of Iowa, Iowa City, Iowa
- Richardson Certified Sales Consultant 2005
- Professional Land Surveyors of Wisconsin
- Wisconsin GPS User Group

## Technical Knowledge / Skills

- Microsoft Office (Excel, Word and PowerPoint)
- Various AutoCAD engineering/drafting software
- Richardson Navigation GPS/Mapping/Optical data processing software

## Awards

- #2 Overall Sales and Profit – Nova Positioning Systems 2007
- #1 Growth Sales and Profit – Nova Positioning Systems 2006
- #1 Overall Sales and Profit – Nova Positioning Systems 2006
- #2 Overall Sales and Profit – Nova Positioning Systems 2005
- Million Dollar Club – Nova Positioning Systems 2005