

RICHARD PICKINGS

OBJECTIVE

[Click **here** and type objective]

EXPERIENCE

1990–1994 Arbor Shoe South Ridge, SC

National Sales Manager

- Increased sales from \$50 million to \$100 million.
- Doubled sales per representative from \$5 million to \$10 million.
- Suggested new products that increased earnings by 23%.

1985–1990 Ferguson and Bardwell South Ridge, SC

District Sales Manager

- Increased regional sales from \$25 million to \$350 million.
- Managed 250 sales representatives in 10 Western states.
- Implemented training course for new recruits — speeding profitability.

1980–1984 Duffy Vineyards South Ridge, SC

Senior Sales Representative

- Tripled division revenues for each sales associate.
- Expanded sales to include mass market accounts.
- Expanded sales team from 50 to 100 representatives.

EDUCATION

1971–1975 South Ridge State University South Ridge, SC

- B.A., Business Administration and Computer Science.
- Graduated summa cum laude.

INTERESTS

South Ridge Board of Directors, running, gardening, carpentry, computers.

REFERENCES

Select text you would like to replace, and type your information.

FAX (123) 098-7654 • E-MAIL ME@MYCOMPANY.COM
12345 MAIN STREET • ANY CITY, STATE OR PROVINCE 12345-6789 • PHONE (123) 456-7890

[Click here and type address]

[Put phone, fax, and e-mail here]

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1980–1984 Duffy Vineyards South Ridge, WA
Senior Sales Representative

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- Expanded sales to include mass-market accounts.

1975–1980 Lit Ware, Inc. South Ridge, WA
Sales Representative

- Expanded territorial sales by 400%.
- Received company’s highest sales award four years in a row.
- Developed Excellence in Sales training course.

Education 1971–1975 South Ridge State University South Ridge, WA

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Interests South Ridge Board of Directors, running, gardening, carpentry, computers.

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Maximillian Earnings

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