

John D. Sample, CPA

95 Red Drive, State, NY 20135 • 000-864-1254 • johnsample@gmail.com • www.linkedin.com/in/johnsample

Sales Consultant ~ Product Developer ~ Account Manager

Solution-Focused individual specializing in exceeding revenue and market expansion internationally

Summary of Qualifications

Bilingual National sales professional Ranked Top 5% of Sales Performance for growing new accounts. Ten years' experience of creative buying, devising competitive strategies, executing corporate initiatives, training executives, delivering marketing trends, and traveling nationally conducting analysis with diligence.

- Success orchestrating multiple projects and managing **\$250 million** retail stores independently with high-level customer service and collaboration, while making high-stake precise decisions under pressure.
- Presented **Sales Achievement & Most Spirited Award** for "Going Above and Beyond" to satisfy clients.

Professional Work Experience

Consultant Company **Senior Consultant-Development**, 2010-2014 New York, NY

Handled **\$250 million** territories with **180+** accounts and 5 key multi-chain retailers in California and China. Organized and planned annual business development conference to convey new consulting training tactics.

- Developed client solutions in advance regarding product release date, which improved service level 99%.
- Operated five stores providing training and development for marketing which increased market shares.
- Grew clientele 25% by delivering high-level customer service to internal and external client base.
- Achieved account management goals; while in down market continuously increasing P&L profitability.

Coca-Cola **Senior Territory Account Manager**, 2008-2010 Greenville, SC

Controlled regional accounts across U.S., delivering **455 key** sales programs annually totaling **\$190 million**. Empowered and educated 15 associates to build robust client relationships to obtain Texas sales accounts.

- Exceeded territory sales first year from \$2 million to \$3.5 million through remarkable account procedures.
- Partnered with buyers, managers, and end consumers to develop successful channel strategy quotes.
- Launched key initiatives at regional level and established business analysis, pricing, and new accounts.
- Expanded sales effort by consolidating budgets, forecasting, and evaluating new product concepts.

Gateway Marketing **Product Sales Marketing Manager**, 2004-2008 Greenville, SC

Managed **\$150 million** comprehensive promotion strategy for native accounts to brand and design product. Furnished quotes and collaborated with clients positively and meticulously to generate new leads monthly.

- Directed and implemented magazine projects which saved **\$100 million** on marketing campaigns.
- Presented 12 monthly sales reports promptly to Marketing Director regarding surpass and target goal.
- Negotiated national accounts; turned around underperforming account by delivering value proposals.

Education

CPA, Certificate, 2010

CalCPA Academy Education

Greenville, SC