

BRIAN T. SAMPLE

321 Smith Place
City, State 12345

info@skilledresumes.com
Phone 888.858.SKILL

Operations Management Professional

Dynamic management career developing and leading an organization through transformation and growth to restore profitability. Delivered triple-digit revenue and profit growth through exceptional business, sales and market leadership. Strong and decisive leadership competencies, yet flexible in responding to constantly changing organizational demands. Hold P&L responsibility.

**Strategic Planning & Leadership / Organizational Design & Optimization / Revenue & Profit Growth
Team Building & Development / Budgeting & Finance / Sales Management**

PROFESSIONAL EXPERIENCE

NAME OF COMPANY, INC., City, State
Manager

2004 to Present

Member of 9-person management team leading this company through major transition and market repositioning. As senior sales manager, responsible for defining the strategic market direction, recruiting, developing, and mentoring field sales team, and managing all related financial affairs. Work in cooperation with top executives to facilitate the company's rapid and profitable growth.

Business & Operations Management

- Recruited, trained, developed, mentored, and led a team of sales, marketing, administrative, financial, and customer service personnel.
- Created high-impact employee training and performance improvement programs that significantly improved morale and productivity.
- Wrote strategic sales and business development plans, established resource requirements, prepared cost and revenue projections, and managed financial performance.
- Developed and led strategic sales programs, and successfully directed team from initial client consultation through all phases of negotiation to final sales closing and contract delivery.

Revenue & Profit Growth

- Led team that exceeded all revenue objectives and closed 2005/2006/2007 at 122%, 118%, and 132%, respectively.
- Revitalized dormant accounts, recaptured lost accounts, and closed new corporate accounts.
- Captured several Fortune 500 accounts within first 12 months that generated more than \$25 million in new business revenues.
- Spearheaded the successful Launch of three new product lines between 2006 and 2009 for more than \$12 million in revenue (18% bottom-line profit margin).

EDUCATION & CREDENTIALS

BS, Business Administration, University of Southern Illinois, 2002