

EVERS BLOOMBERG

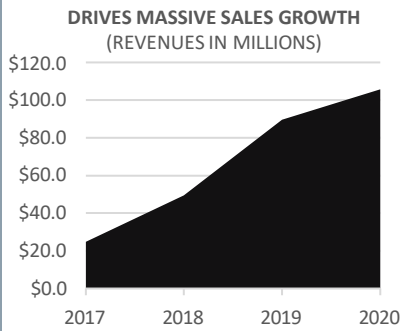
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GLOBAL SALES AND BUSINESS DEVELOPMENT EXECUTIVE

328% Revenue Growth

196% Client Volume Growth

138% Profit Growth



Relentless and Innovative Sales and Business Executive with a measurable record of success in achieving triple-digit revenue, profit, and client volume growth in both B2B and B2C sales environments.

- ★ Leads Sales Expansions into Uncharted Global Markets.
- ★ Closes Business at Maximum Profit Margins.
- ★ Achieves/Maintains 100% Client Retention Rates.
- ★ Eliminates Competitor Influence Through World-Class Service.
- ★ Aligns Sales Solutions with Audience Key Buying Factors.
- ★ Negotiates Mutually Favorable Agreements.

8X Circle of Excellence Award
8X Pinnacle Award
3X President's Circle Award
3X Hall of Fame Award
6X Platinum Star Award
12X Gold Star Award
3X Big Kahuna Sales Award
18X Silver Star Award

CAREER HISTORY

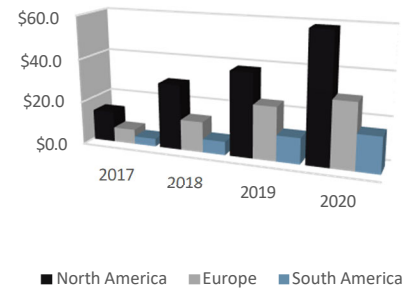
INTERNATIONAL ACCOUNT MANAGER
ABC MANUFACTURING

10/2014 – Present

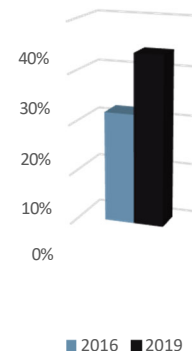
Directed the planning, execution, and management of groundbreaking sales strategies, pursuit plans, and competitive positioning blueprints to drive triple-digit revenue and profitability growth across shifting economic climates while capitalizing on emerging opportunities to launch the sales of metal manufacturing services into unexplored markets and territories.

- **Soared Global Sales Revenues by 328%**, from \$24.7MM to \$105.8MM, in 48 months.
 - ★ **North America Market**, from \$14.3MM to \$59.2MM.
 - ★ **Latin/South American Markets**, from \$3.6MM to \$16.5MM.
 - ★ **European Markets**, from \$6.8MM to \$30.1MM.
- **Shattered Sales Goals to Achieve 230% of Quota in a Global Recession** (Benchmark: \$4.7MM/Actual: \$10.8MM).
- **Championed the Initiative to Introduce the Organization's Custom Sheet Metal Milling Services into a New Vertical Market in Brazil**, expanding the market share in the region from 0% to 58% in three years (2017 – 2020).
- **Doubled Weekly Project Sales Volume Levels**, from an average of 20 to 40, within the first twelve months of joining the organization.
- **Surged Average Profit Margins from 22% to 34%** through strategic negotiations and value positioning statements with global clients.
- **Won a \$1.8MM Contract with a New Client Against a Well-Established Competitor** by formulating a novel milling solution that met aggressive weight requirements.
- **Won Countless Awards and Accolades for Sales Revenues, Closing Rates, Client Scorecard Results, Profit Margins, and Account Volumes**, including the Circle of Excellence, Platinum Star, Gold Star, Silver Star, and Hall of Fame.
- **Forged New Relationships with Government Officials in Highly Regulated Global Markets**, empowering the organization to launch new operations with minimal roadblocks.

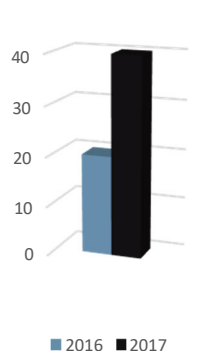
SALES REVENUES IN MILLIONS



AVERAGE PROFIT MARGINS



WEEKLY PROJECT VOLUMES



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REGIONAL TERRITORY MANAGER GREEN ROADS GASKETS

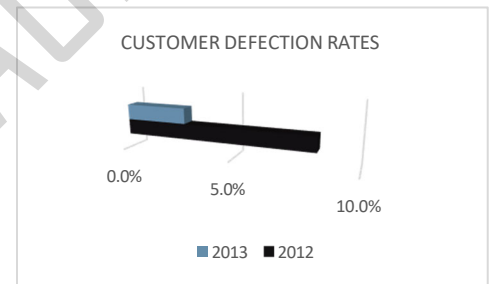
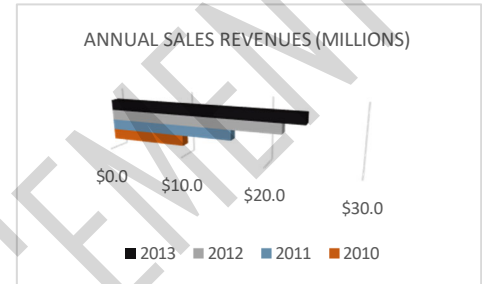
6/2010 – 9/2014

Oversaw sales and marketing operations for multiple business segments and regions across a 61,268-square-mile territory to expand the overall market presence of the organization.

- **Named the #1 Regional Territory Manager for Overall Sales Revenues.**
- **Consistently Ranked as a Top Three Regional Territory Manager for Profit Margins.**
- **Achieved Double-Digit Year-Over-Year (YOY) Sales Growth Each Year Employed** by designing and delivering value propositions that sold products against less expensive international competitor alternatives, educating clients on the cost savings in labor/additional materials, and positioning organizational solutions as the optimal choice. *Milestones:*

- ★ **62.8% Sales Growth, from \$9.7MM to \$15.8MM (2010 – 2011).**
- ★ **36.7% Sales Growth, from \$15.8MM to \$21.6MM (2011 – 2012).**
- ★ **11.5% Sales Growth, from \$21.6MM to \$24.1MM (2012 – 2013).**

- **Slashed Customer Attrition Rates by 66.7%**, from an average rate of 8.4% to 2.8% (2012 – 2013) by providing world-class customer service throughout the sales cycle and building deep, trusting, and meaningful partnerships.
- **Recognized by the CEO** for transitioning the worst-performing area in the region (#185/upon hire) to be ranked #1 within 36 months.
- **Won a Customer Back from a Competitor** (*lost previous to hire date*) and **Built the Account to a \$387K Revenue Stream in the First Year.**
- **Won Premier Awards and Honors for Outstanding Performance**, including the Pinnacle Award, President's Circle, Platinum Star, Gold Star, and Silver Star.



“Evers was the rock of the sales team. Not only did she exceed her sales goals, but she also served as an unofficial coach, leader, and motivator for the team. The talent looked up to her and she always took the time to engineer strategic resolutions to customer issues while continuing to expand her portfolio.” – Aaron XXX, Former Executive Sales Director

BUSINESS DEVELOPMENT MANAGER COLE TECHNICAL SOLUTIONS, INC.

9/2008 – 5/2010

Identified, explored, and expanded targeted accounts throughout the city and surrounding counties to promote the sales of software management solutions while minimizing competitor thresholds, building client trust, and expanding the sales footprint.

- **Formulated Strategies to Strengthen Client Confidence, Penetrate Accounts, and Achieve Double and Triple-Digit Monthly Sales Revenue Growth.** *Milestones:*
 - ★ **153.6% Month-Over-Month Sales Revenue Growth** (*multinational energy organization*).
 - ★ **Doubled Monthly Sales Revenues** (*health food manufacturer/producer*).
 - ★ **31.25% Sales Revenue Increase** (*mortgage broker*).
- **Volunteered to Lead a Complete Overhaul of the Sales Training Program**, empowering junior sales professionals to rapidly grasp sales best practices, technical solutions, and competitive positioning techniques. The initiative reduced new employee onboarding and integration times by 26.7%, from 15 days to 11 days.

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION (BBA): MARKETING – THE UNIVERSITY OF ARIZONA

Technical Skills: MS Office, Salesforce CRM, MS Project, Zoom, Zoho, GoToMeeting, and Adobe