

SAMPLE RESUME

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SAMPLE RESUMES

- » Business resumes
- » IT resumes
- » Medical resumes
- » Executive resumes
- » Art resumes
- » Professionals resumes
- » Sales resumes
 - Accounts payable Resume
 - Outside sales Resume
 - Bank teller Resume
 - Purchasing agent Resume
 - Cashier Resume
 - Purchasing manager Resume
 - Credit manager Resume
 - Real Estate broker Resume
 - Customer service agent Resume
 - Recruiter Resume
 - General manager sales Resume
 - Retail clerk Resume
 - Insurance claims adjuster Resume
 - Retail manager Resume
 - Insurance executive Resume
 - Sales manager Resume
 - Legal clerk Resume
 - Sales representative Resume
 - High-tech Product Manager Resume
 - Sales support administrator Resume
- » Engineering resumes
- » Education resumes

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- » Resume Writing
- » Resume Writing services
- » Resume Distribution
- » Resume Style

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- » What is a Cover Letter?
- » Cover Letter Tips
- » Sample Cover Letter

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- » Choosing a job
- » Online job search
- » Job Fairs

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Outside Sales Resume Sample

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Outside sales representatives are always hired in order to persuade clients and customers to buy company's services and products. In order to be hired as an outside sales representative, it's necessary to meet the following requirements:

- To be a hard-working, responsible, committed, problem solving and communicative worker.
- Higher educational qualifications such as bachelor's degree or a MBA.
- Knowledge of a foreign language is highly desirable.
- Three or two years of experience in this field.

According to the Bureau of Labor Statistics data, the outside sales representative' salary ranges from \$25,000 to \$70,000 plus sales bonus. Although there are many customers who prefer buying online, the outlook for this profession remains good.

Lisa Erickson
9201 Fryars Rd.
San Diego, CA 92108
(619) 555 - 7236

Objective
 A challenging and rewarding outside sales position in a growth-oriented organization which offers diverse job responsibility and the potential for advancement.

Summary
 Strong negotiating and networking skills.
 Personable, motivated, enthusiastic.
 Proven ability to gain account loyalty.
 Excellent closing skills.

Experience

Delco Foods, San Diego, CA
Sales Specialist, 2004 - Present
 Recruited to develop business opportunities and expand product lines at distributor level within the state of California. Represented over 30 lines. Planned and executed product presentations at major food shows throughout the state. Organized and prepared presentations for large- scale product samplings with several chain store accounts. Developed strong relationships with distributor merchandisers, marketing associates, and end users. Provided sales support, conducted sales presentations and product samplings, and negotiated pricing and product availability.

ViTech Communications, San Diego, CA
Sales Representative, 2001 - 2004
 Generated leads by cold calling local businesses, profiling clients, and effectively presenting marketing, advertising, and products to enhance the work place. Networked extensively with clients to build successful business to business relationships. Negotiated terms, closed sales, and wrote contracts. Recognized as Representative of the Month ten times in a three year period.

Education

Stanford University, Palo Alto, CA
 M.B.A., 2001

University of California, Irvine, CA
 B.A. Economics, 1997

References

Available upon request.

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More Outside Sales Resume Samples

Writing a good outside sales resume sample will be an easier task if you follow these templates. Each one of them has similar characteristics; however, they vary according to the years of experience and qualifications. Therefore, have a look at these templates and then customize them with your information.

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**SKILLS:**

- Exceptional communicative and interpersonal skills.
- Responsible, self-confident and quick-thinking.
- Excellent ability to develop business networks.

PROFESSIONAL EXPERIENCE:

Nashville Electric Service, Nashville, TN
Outside Sales Specialist, 2010-Present

- Carried out presentations to launch a new product line.
- Conducted several seminars for chain of stores and department stores.
- Established an effective communication system between suppliers and associates.
- Responsible for marketing positioning strategy.
- Designed pricing policies, discounts and special offers.

EDUCATION:

Chattanooga State Technical Community College, Chattanooga, TN
Bachelor of Arts in Marketing, 2009.

REFERENCE:

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