

Teddy M. Mcmunn

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Summary of Qualifications

Eleven years of relationship based sales experience with excellent customer service, plus residential real estate background. Proven ability to develop and implement sales strategies and build and maintain strong business relationships. Sales trained and educated on principles and methods for showing, promoting, and selling products or services. Eleven years implementing marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.

Career Highlights

ABC Company
Sales Executive

2008-Present

- Exceeded monthly quota goals overall 24/31 months
- Surpassed monthly quotas for 14 months straight from October 2008 through November 2009
- Had the highest total monthly sales out of all reps in January, June, August, and November 2008
- #1 in overall territory growth in 2008 with a 7.1% increase in sales (only rep to have growth that year)
- Achieved the largest grossing sales month of any rep in 2009 with \$190,969 worth of equipment sold
- Exceeded monthly quotas 10/12 months in 2009
- Developed strong analytical and technical skills

XYZ Corporation
Sales Executive

01/2007-05/2007

- Sales of Doctor-to-Patient Communication Software Applications to Medical Practices and Clinics.
- Generated leads and sales through cold-calling, professional networking, medical conferences, and referrals.
- Conducted on-line and on-site software demonstrations for Doctors, Practice Managers, and Administrators.
- Increased recurring revenue in territory by over 100%.

DEF, Incorporated
Sales Executive

2003-2008

- Call on restaurants, auto dealerships, timeshares, hotels, retail stores, warehouses, churches, and hospitals.
- Call nationally on such large corporate retail accounts.
- Ranked 4th in nation for sales of radios.
- Travel extensively to work tradeshow across the country.

Education

New York University, New York, NY

1994-1997

- Bachelor of Science, Political Science; Minor in Psychology.

- Dean's List.

JeffTheCareerCoach.com