

ROGER RAMJET
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Sample
Functional
Resume

OBJECTIVE

Marketing Division Manager where my experience and recruiting ability can be effectively utilized for increased profitability.

SUMMARY OF QUALIFICATIONS

- * More than 15 years Sales Management experience
- * Expert internet advertising banner ads, E-mail, search engines, blogs
- * Fluent in Spanish and Russian, can understand Chinese
- * Proficient Windows Platform: 98, 2000, XP, MS Word, PowerPoint, Excel, PageMaker
- * Proficient Macintosh Platform: OS, MS Word, PowerPoint, Excel, Quark
- * Published author: 20 magazine articles and 3 books. See website for complete list

SALES

Successfully developed niche in emerging Chinese market for WhamJet Widgets. Online advertising campaigns won three successive Look At Me awards. Created award-winning sales manuals now used company-wide. Recruited and built dynamic sales team. Sales increased from \$1.5 million to \$25 million.

MANAGEMENT

Directed activities of 35-member sales and customer service team. Maintained turnover below 15%, lowest in the company.

FINANCIAL

Wrote quarterly and yearly forecasts. Presented reports to Board of Directors and annual Stockholders meeting.

PRODUCTION

Developed and implemented time-saving techniques that reduced manufacturing of WhamJet Widgets by 22%. Hands-on approach to product manufacturing. Interfaced with IT team.

PROFESSIONAL EXPERIENCE

- Sales Manager*, 7 years
California WhamJets, Yorktown, CA
- Assistant Sales Manager*, 13 years
WIKI Widgets, Los Angeles, CA
- Department Manager*, 8 years
Frisbees Electronics, Los Angeles, CA

EDUCATION

Masters of Management, Claremont Graduate School, Claremont, CA, Magna Cum Laude
Bachelor of Science, University of California, Riverside, Riverside, CA. Honors.