

# YOUR NAME

Address  
City, State Zip  
Phone, Fax  
e-mail

## OBJECTIVE

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Seeking a Sales Representative position within a growth oriented company where advancement and earnings are based upon performance and achievement.

## EXPERIENCE

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**Xerox Corporation,** **Los Angeles, CA**  
**Major Account Executive** **June 2001-Present**  
**Sales Representative**

- #1 Sales Representative 2004 – 10 out of 12 months
- #1 Sales Representative Producer in Los Angeles Office 2005 YTD
- Ranked in the top 15 Sales Representatives Nationwide 2005 YTD
- Certificate of achievement award May 2002 – 200% over quota
- Responsible for obtaining one of the largest accounts nationwide- The County of Los Angeles
- Highest Net Revenue Award October 2004 – 675% over quota
- Circle of Excellence Award – 2001 & 2004
- Surpassed expected quota 2001-2002 - 200%
- Promoted to Major Account Executive after 9 Months

**Gallo Wine Company** **Los Angeles, CA**  
**Sales Representative** **May 1999 - June 2001**

- Top Closer 2000-2001
- Increased revenue 30%
- Sales Representative of the Month Award

## EDUCATION

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**University of California, Los Angeles** **May 1999**  

- Bachelor of Arts, Communications
- Graduated Summa Cum Laude

## ATHLETIC ACHIEVEMENTS

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- Member of University of California, Los Angeles' Football & Track and Field Teams 1995 – 1999
- Captain of Football, 1998-1999/Captain of Track & Field, 1997-1999 (All American Honors)
- UCLA Senior Scholar/Athlete of the Year award, 1999