

# John Doe

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## SUMMARY OF QUALIFICATIONS

- Strong communication skills, coupled with the ability to work with a wide range of professionals, which ensure a productive and efficient work environment.
- Exceptionally organized with a meticulous nature that produces quality work, completed in an efficient manner.
- Very resourceful with sound problem-solving skills that develop creative ideas and workable solutions.
- Capable of thriving, while remaining positive and supportive in constantly changing work environments.
- A levelheaded and disciplined approach to any issue, problem or opportunity in the workplace.
- Extremely client oriented with a drive to provide a high level of customer care.
- A high level of professional integrity and a sincere willingness to ensure the best interests of an organization are always met.

## COMPUTER SKILLS

Proficient in the following Microsoft programs and software:

- Word
- Excel
- Outlook
- PowerPoint

## EDUCATIONAL BACKGROUND

### **St. John's University**

Bachelor of Science-Public Relations with an Emphasis in Business  
Collegeville, MN

## PROFESSIONAL EXPERIENCE

### **Protective**

Regional Vice President  
Minnetonka, MN • 2008-Present

- Fully responsible for selling a variety of quality F&I products to Marine and Powersports dealers throughout the organization's East Region.
- Develop, educate and train independent agents on the organization's product line so they can properly promote and sell products to dealers.
- Consistently increase contract volume and sales of the organization's entire product line throughout the region.
- Provided vital insight in the development of several organizational programs that increase efficiency and establish new revenue sources.

### **Golf Car Midwest**

General Sales Manager  
Burnsville, MN • 2005-2008

- Led the organization's sales force and implemented a variety of successful initiatives that doubled overall sales revenues.
- Created bids for numerous golf course owners, superintendents and pros, resulting in a major increase in the organization's golf business.
- Developed retail sales for both used and new cars, resulting in over 150% annual growth.
- Established and implemented best practices that decreased overall operational costs by 10% on an annual basis.

### **Tracker Marine**

District Sales Manager  
Burnsville, MN • 2005

- Was responsible for Boat Sales in Minnesota, Wisconsin, SD and ND for all Tracker and Tahoe boats brands.
- Closed the organization's largest show order in Tracker History (\$13m).
- Developed and expanded the dealer network through careful market analysis, cancellation and setups.

### **Colt Homes**

Owner/Operator  
Andover, MN • 2004-20005

- Ran the day-to-day operations of the local Spec Home Builder.
- Negotiated prices with vendors and contractors to offer customers competitive rates, while maximizing the organization's profits.
- Researched/assessed available land for sale to maximize profitability.

### **Yamaha Motor Corporation**

District/Regional Manager  
Minneapolis, MN • 1992-2003

- Oversaw the Great Lakes Region, their strongest region in the U.S.
- Conducted thorough market analysis and competitive research to ensure all organizational initiatives remained relevant and successful.
- Led dealer development, implementing best practices and sales strategies to ensure goals were reached and volume remained high.