

RYAN OSBORN

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Summary of Qualifications

- Business manager and sales professional with seven years of account management experience.
- Highly effective in high-level sales, business development, marketing and on-going customer support.
- Demonstrated ability to optimize a company's growth initiatives through excellent service.
- Proven track record of prioritizing multiple duties, solving problems and meeting deadlines.
- Articulate, flexible and influential communication skills.
- Recognized by managers, colleagues and clients as a dedicated and focused employee.

Professional Experience

Qwest Telecommunications

Business Sales Consultant • October 2007-Present

- Develop business strategies and action plans for retention, management and growth of client base against established goals and objectives.
- Gather essential statistical data from client base on partners, core business, management structure, financial information, strategic initiatives and growth strategies to grow the organization's business.
- Facilitate working sessions with various internal and external organizations to understand small business telecommunications process flows and perform business needs assessment.
- Drive revenue and satisfaction within team environment to attain retention and grow objectives.
- Provide service demonstrations and initiate campaigns aligned with marketing strategies.

Accomplishments

- Four-time Bravo Club Member (awarded to sales consultants in the top ten in sales).
- Met or exceeded Net Sales Revenue goals for 11 of 12 months, including one month at 140% of NSR.
- Set first year sales record and was the fastest representative to reach the top five in sales in the company's history.

OCDetailing

Owner • November 2002-Present

- Solely operate detailing business specializing in automotive reconditioning.
- Retain existing referral patterns, as well as develop new referral channels to increase customer base.
- Responsible for all aspects of running the business; from sales and operations management to administrative tasks as well as performing all vehicle-reconditioning duties.

LeasePlan USA

Strategic Account Manager • January 2004- October 2007

- Directed a team of ten associates in developing a highly successful new client integration.
- Created and produced high-impact presentations to explain value and benefits of available programs.
- Drove the creation and implementation of policies for client leadership.

Education

Minnesota State University

Bachelors of Science • Human Resource Management and Sociology • Class of 2003