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Objectives

After years of growing a small company with \$2 million in annual sales into a market leader with over \$80 million, I am seeking new challenges. I would like the opportunity to expand my abilities and manage an international sales team of 150 or more.

Professional Highlights and Qualifications

Dedicated sales manager with over ten years of experience. Outstanding interpersonal, teamwork and analytical skills. Adept at motivating employees to meet objectives. Raised order volume by 87% in three years.

Experience

Sales Manager

Die Firma GmbH, Bremen, Germany
1 Aug 2003 – present

- Manage a team of 75 sales representatives
- Compile monthly sales reports
- Draft policies and procedures for increased efficiency
- Increased order volume by 87% since 2010

Account Executive

PKW GmbH, Stuttgart, Germany
1 April 2013 – 31 July 2016

- Handled rental vehicle fleet purchases throughout Europe
- Maintained contact with major car rental agencies
- Expanded business into major urban centers

Sales Representative

Sellz GmbH, Schwarzwald, Germany
1 April 2010 – 31 July 2013

- Contacted buyers throughout Europe
- Met monthly sales quotas
- Won Top Seller status two years

Education

European School of Business

- MBA in International Business, graduated summa cum laude

University of Cologne

- Bachelor's degree in Economics, recipient of the Adam Smith scholarship

Skills

- Mastery of Microsoft Office, Salesbooks, Quotakeeper
- Experience with PIN billing system
- Fluent in German, English, Spanish and Italian

References

References available upon request.