

# Jeffrey Clark

123 Onward Crescent, Edmonton, Alberta

Jeff.clark@newleaf.ca

604-555-1111

JOB OBJECTIVE: Major Franchisee

## SUMMARY OF QUALIFICATIONS

- Strong analytical ability
- Experience with ABC proprietary computer system and ordering processes
- Strong business and sales background
- Attention to detail
- Ability to read and learn expeditiously
- Superlative decision making skills
- Shares successful 'best practices' with team members

## PROFESSIONAL ACHIEVEMENTS

- Personally generated in excess of \$1,000,000 in sales for territory 3 consecutive years
- Top volume salesperson within company for mid-Albera for 2007
- Helped train new sales personnel on general business practices, with concentration in sales presentation and objection handling.

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## PERSONAL ACHIEVEMENTS

- National Level Athlete
- Recipient of 2003 Civic Award from the City of Alberta for accomplishments in Athletics.
- Recipient of 2003 "XYZ Award" for best Male Athlete by Alberta Olympic Club.
- National level (sport's name) player

## PROFESSIONAL EXPERIENCE

2008- Present • Self Employed

Sales consulting -Subcontracted to Western Heating and Cooling Alberta

-2009: \$1.2million gross sales

- 2008: \$1.0million gross sales

2006- 2008 • Sales Consultant

Assured Building Comfort, Town, Alberta

-Duties include: In-home sales and Rental of Residential Heating and Cooling equipment.

- 2007: Top Volume sales person and most Salesman of the month awards
- 2006 • Sales Consultant  
Auto Dealership, Town, Alberta.  
-Duties included: Sales and customer service in dealership.

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- 2004-Nov. 2005. • Sales and Area Manager  
Spiffy Image Painters, Town, Alberta.  
-Duties included: Scheduling sales calls, Creation and Presentation of all contracts for mid-Alberta territory. Management of production crews.  
-Residential, Commercial and Industrial clients were serviced.
- 2003-2004 • Office/Operations Manager  
Student Works Painting, Town, Alberta.  
-Ran business for Working Student Painting  
-Duties included: all Sales calls, Prospecting, Accounts Payable, General ledger, Training of new hires. Hiring/Dismissals  
-Supervised 6 painters and 4 Sales/Marketing personnel  
-Left position with Working Student Painting to join Professional Division of company (Spiffy Image Painters) as Sales and Area Manager.

#### EDUCATION

- Post Secondary  
-Bachelor of Business Administration, University Name
  
- Secondary  
- Private School, Town, Alberta  
-Graduated with Honours  
-Graduated with International Baccalaureate Certificates in Math, English, Chemistry and History