

JOHN J. JOHNSON

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EXECUTIVE-LEVEL MANAGEMENT/BUSINESS DEVELOPMENT LEADER

SUMMARY OF SKILLS

A highly skilled, dynamic, profit-oriented telecommunications professional with an impressive 25 year record of accomplishments in high-volume, multi-channel sales environments. Results-oriented problem-solver and strategic planner dedicated to increasing efficiency while driving revenue gains. Effective motivator, trainer, team-builder, and mentor with exceptional communication and negotiation skills accustomed to developing new business and market share, driving sales, cutting costs, and maintaining client relations in highly-competitive arena. Articulate and creative problem solver serving as corporate ambassador to customers, staff, executive management, and key internal/external stakeholders.

CORE COMPETENCIES

- *Personnel Management*
- *Contract Negotiation*
- *Strategic & Market Planning*
- *Profit Attainment*
- *Team Development*
- *Budgeting/Cost Controls*
- *Forecasting*
- *Key Account Management*
- *Revenue Enhancement/Growth*
- *New Business Development*
- *Product Development*
- *Market Research/Analysis*
- *Client Relations/Retention*
- *Executive Presentations*
- *Tradeshaw Management*
- *Project Management*
- *Relationship Building*
- *Sales Training /Coaching*

PROFESSIONAL EXPERIENCE

XXXX Power City, State Aug. 2007 - Present
Manager, Strategic Accounts (Virtual Office)

- Responsibilities included identification and expansion of strategic accounts, territory development, direct sales calls, and deal structuring.
- Initiated contact, developed relationships, presented products, conducted field trials, and integrated product adoption and development.
- Negotiated complex, long-cycle B2B sales of products and services driving revenue and profit growth, and capturing market share.
- Assigned Lead Account Management responsibility for AT&T (Mobility and Wireline) and Verizon (Wireless, Wireline, and Business).
- Provided support for T- Mobile Account activity including interfacing with Corporate Standards Group.

Results/ Accomplishments:

- Acquired a national contract for corporate approval to sell product within all of T-Mobile's markets.
- Engineered the first successful field market trial with T-Mobile.
- Secured approved product status at Verizon within the first six (6) months of tenure.
- Strengthened customer acquisitions/relations/retention.

123 Data City, State Dec.2005 - Apr. 2007
Vice President, Business Development

- Developed and instituted new division product launch including market research, product development, strategic planning, and account acquisition.
- Managed accounts and orchestrated post-sale professional services and resources.
- Collaborated on market diversification within existing division.
- Secured product approval from Verizon Wireless.
- Identified appropriate marketing plan/strategy including development of collateral and website along with tradeshow scheduling, execution, and management.
- Monitored national network chain including channel representatives, distributors, and markets.
- Hired and directed staff in inside, outside, and channel sales; coached and trained staff in effective sales techniques.

Results/ Accomplishments:

- Consistently outperformed peers and exceeded revenue targets.
- Contributed to solid cost reductions and revenue profit/growth.
- Wins included T-Mobile Corporate Standards approval of AC Data multi-port T-1 as the standard device for 3G deployment followed by Regional Market launches and training.

PROFESSIONAL EXPERIENCE (CONTINUED)

ABC Company **City, State** **July 2002 - Dec. 2005**
Regional Account Director/National Account Manager/Wireless Director (Virtual Office)

- Developed strategic business plans that led to key account penetration/acquisition and revenue growth.
- Coordinated and supported national sales force implementation of plans.
- Garnered product approval.
- Provided sales support in penetrating and acquiring other strategic accounts including AT&T, Verizon, and SBC.

Results/ Accomplishments:

- Swiftly achieved and exceeded targeted goals: Built revenue stream from zero to ten million dollars within first year of joining the company.
- Delivered 30% growth on corporate revenue goals for each consecutive year thereafter.
- Spearheaded product approval from SBC within nine (9) months of employment; achieved first year revenue goal of seven million dollars and accomplished 20% growth for each ensuing fiscal year.
- Specific wins included T-Mobile Corporate Standards approval of Valere Power Systems followed by Regional Market launches and training.

Telecom Company **City, State** **Aug. 1999 - May 2002**
National Sales Manager (Virtual Office)

- Interfaced directly with top-level executives, negotiated high-dollar contracts, and coordinated implementation.
- Generated new business and forged solid client relationships.
- Called on wire line and wireless carriers; developed power systems and battery solutions.
- Key accounts included T-Mobile, Cingular, SBC, GTE, and others.
- Tradeshow scheduling, execution, and management responsibilities.

Results/ Accomplishments:

- Generated four million dollars in new revenue first year of employment.
- Increased revenue growth by more than 20% each consecutive year.

EDUCATION

The University of Washington, Seattle, WA
 Bachelor of Arts, Business Administration

PROFESSIONAL DEVELOPMENT AND SALES TRAINING

Extensive professional training in the areas of marketing, sales, relationship building, and leadership including:

Wharton School of Business Marketing Course
 Eastern Washington University Executive Leadership Training
 Quintex Supervisory Skills Training

AFFILIATIONS

Recipient, Who's Who Register of Business Leaders
 Governor Appointed Member, State Solid Waste Advisory Committee
 Former Member, American Management Association

References Furnished Upon Request