**Joe Jobscan**

555-555-5555 **|** joejobscan@jobscan.co

Seattle, WA 98101

**Skills**

Leadership Skills • P&L Management • Strategic Business Planning • National Account Management • New Business Development • Headquarter Calls • Sales Management • Results-oriented to WIN • Collaborative B2B Sales Relationship Development • Strong decision-making • Forecasting • Financial acumen • Merchandising for success • Negotiation Skills • Marketing • Customer Service • Presentation Skills • Data Analysis • Communication Skills • Category Management Skills • Builds Strategic Retail Partnerships

**WORK EXPERIENCE**

USA Foods, Indianapolis, IN **12/2016 – 03/2020**

**Vice President- Food & Drugstore Sales**

* Recruited to open a new US-based corporation. Completed within 100 days.
* Led all Sales and BDM, managed company finances, and developed new ideas with the Design team.
* Big wins selling to major retailers.

Sports Equipment, Inc., Atlanta, GA **01/2014 – 12/2016**

**National Director of Retail Sales**

* Recruited to build US and Canada sales, primarily at Home Improvement Centers and Hardware Chains.
* In the first 2 years, achieved new store distribution wins at major retailers.
* Grew sales 100%, in Year 2, by adding 4 major retailers.

American Foods, Atlanta, GA **09/2011 –11/2012**

**National Key Account Sales Manager**

* Called on all USA Food & Drug chains and directed 22 rep firms.
* Spearheaded new key account sales with major retailers.

**EDUCATION**

Georgia Institute of Technology, Atlanta, GA (09/2007-06/2010)

**BS | Bachelor of Science, Business Administration**

*Graduated with Honors; Baseball Scholarship*