

Joe Jobscan

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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

