RICH ANDREWS

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| OBJECTIVE |
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| EXPERIENCE |
|  | 1990–1994 Arbor Shoe South Ridge, SC*National Sales Manager** Increased sales from $50 million to $100 million.
* Doubled sales per representative from $5 million to $10 million.
* Suggested new products that increased earnings by 23%.
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|  | 1985–1990 Ferguson and Bardwell South Ridge, SC*District Sales Manager** Increased regional sales from $25 million to $350 million.
* Managed 250 sales representatives in 10 Western states.
* Implemented training course for new recruits — speeding profitability.
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|  | 1980–1984 Duffy Vineyards South Ridge, SC*Senior Sales Representative** Tripled division revenues for each sales associate.
* Expanded sales to include mass market accounts.
* Expanded sales team from 50 to 100 representatives.
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| EDUCATION |
|  | 1971–1975 South Ridge State University South Ridge, SC* B.A., Business Administration and Computer Science.
* Graduated *summa cum laude*.
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| INTERESTS |
|  | South Ridge Board of Directors, running, gardening, carpentry, computers. |
| TIPS |
|  | Select text you would like to replace, and type your information. |

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