

NAME WITHHELD

123 Road St., San Francisco, CA 12345

Home: 555-867-5309, Cell: 555-123-4567 ~ anonymous@privacy.com

MANAGEMENT & SALES EXECUTIVE

Account Management | New Business Development | Networking & Relationship Building
Contract Negotiations | Project Innovation

– PROFILE –

My dynamic management career reflects pioneering experience and exceptional performance in the many facets of the grocery industry. My skill set remains on the cutting-edge, driving new business through key accounts and establishing strategic relationships. The following skills have allowed me to spur growth in each company I have worked for:

- Expert in project management: goal-oriented and committed to process with strong attention to detail.

- Highly skilled in staff management: mediation, communication and team building.
- Proven track record in building and maintaining relationships with key players in grocery industry, establishing large-volume, high-profit accounts with excellent levels of retention and loyalty.
- Exceptionally driven: Demonstrates initiative to achieve both personal and corporate goals.
- Creative & innovative.
- Committed to outstanding service.

– PROFESSIONAL HIGHLIGHTS –

General Manager: Joe's Organics

2001 – Present

- Recruit, train, supervise staff of 30.
- Led marketing efforts, negotiate vendor relationships and client accounts.
- Raised company profit from \$7,000,000 to \$20,000,000 annually.
- Developed organic programs for leading grocery chains Albertsons, Raleys, and Ralph's as both D.S.D and C.D.C profiles.

Operations Manager: European Foods

January 1998 – February 2001

Managed staff of 20 in 5 departments.

- Negotiated vendor relationships and contracts.
- Oversaw capital improvements, negotiated and maintained outside vendor contracts and equipment purchases.
- Saved company \$25,000 annually through negotiation with vendors.

Commodity Manager, Sales Representative: Fresh Planet

April 1997 – December 1997

- Oversaw programs for tomatoes (crisp) and potatoes (white mountain).
- Negotiated and sustained customer and vendor accounts.
- Designed and maintained national sales portfolio.

– EDUCATION –

B.A. Business Management, University of Southern California, 1996