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Robert Turner

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Summary Of Experience

Top producer with the ability to establish strong, long-term customer relations. Strong business skills to help develop and implement marketing strategies and plans to meet or exceed annual sales and revenue goals. Strong customer service skills and problem solving abilities for understanding concepts, processes, and identifying needs.

Education

Joliet Junior College - Associate in Applied Science, 2000
Dean's List GPA 3.6 - Management and Supervision

Experience

1990-2001

Regional Sales Manager, Southwire Specialty Products and Georgia Wire Products, Joliet, IL
Responsible for continuous evaluation, development and implementation of a regional sales and marketing strategy for a 13 state Midwestern territory including:

- Forecasting, budget preparation, P & L analysis, pricing
- Emphasis on identification of new target markets, trends, and new products
- Determination of regional promotional mix
- Overseeing a diverse network of distributors, national original equipment manufacturer's reps., and repair centers.

Accomplishments

- 61 quarters of consecutive growth in both market share and profitability
- Identification of target markets
- Successful introduction of new products
- Overall diversification of the divisions product mix
- Significant increase in divisional profitability
- Quadrupling of business volume

1989-1990

Account Executive, Northern Air Freight, Inc., Joliet, IL 1989-1990

1987-1989

Assistant Manager, Hurricane Auto Center, Joliet, IL 1987-1989

Complete retailing responsibilities, including the supervision of 5 employees.

1985-1987

Financial Consultant, Diversified Investors, Chicago, IL 1985-1987

1984-1985

Sales Representative, Metropolitan Life Ins. Co., Chicago, IL 1984-1985 Combined