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# JOE HIREME

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## PROFILE

**NATIONAL ACCOUNT MANAGER WITH PROVEN TRACK RECORD OF SALES SUCCESS AT WALMART/SAM'S CLUB ACCOUNTS, PLUS STRONG ANALYTICAL AND LEADERSHIP SKILLS.**

**PROFICIENT IN RETAIL LINK, EXCEL, ACCESS, WORD, OUTLOOK**

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## PROFESSIONAL EXPERIENCE

### **THE SALES COMPANY – BENTONVILLE, AR**

*NATIONAL ACCOUNT MANAGER*

2005 to Present

- Responsible for managing \$20MM in annual sales for Walmart account
- Consistently exceed volume and profit goals, growing business by 200% in two years
- Developed and implemented category sales strategy which the buyer implemented nationwide
- Manage daily analytical activities and performance reviews for sales analyst

### **SALES CORPORATION – BENTONVILLE, AR**

*NATIONAL ACCOUNT MANAGER*

2000 to 2005

- Successfully managed over half of sales in a \$18MM category for Walmart account
- Executed co-marketing and sales programs that consistently achieved double digit sales lifts
- Developed new sales plan that created over \$5MM in incremental business
- Reduced inefficiencies in sales plan overlap that resulted in \$800K cost savings for company

### **SALES CORPORATION – HEADQUARTERS, MN**

*NATIONAL ACCOUNT ANALYST*

1998 to 2000

- Recognized \$600K opportunity to increase profitability through regional sales analysis
  - Recommended enhancements to sales plan based upon competitive promotional analysis
  - Designed sell-through tracker to more effectively gauge promotion results
  - Trained analysts throughout company on use of new tracking tools
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## EDUCATION

**University of Learning**  
University Park, PA  
GRADUATED CUM LAUDE

1998

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