Deborah Greer

|  |  |
| --- | --- |
| Objective |  |
| Experience | 1990–1994 Arbor Shoes South Ridge, WANational 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%.
 |
|  | 1985–1990 Ferguson and Bardwell South Ridge, WADistrict 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.
 |
|  | 1980–1984 Duffy Vineyards South Ridge, WASenior Sales Representative* Expanded sales team from 50 to 100 representatives.
* Tripled division revenues for each sales associate.
* Expanded sales to include mass-market accounts.
 |
|  | 1975–1980 Lit Ware, Inc. South Ridge, WASales Representative* Expanded territorial sales by 400%.
* Received company’s highest sales award four years in a row.
* Developed Excellence in Sales training course.
 |
| Education | 2010–2014 University of Southern California Los Angeles, CA* B.A., Business Administration and Computer Science.
* Graduated s*umma cum laude*.
 |
|  | 1971–1975 South Ridge State University South Ridge, WA* B.A., Business Administration and Computer Science.
* Graduated s*umma cum laude*.
 |
| Interests | South Ridge Board of Directors, running, gardening, carpentry, computers. |
| References | Available upon request. |