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| objective | | |
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| Experience | | |
|  | 1990–1994 Arbor Shoe South Ridge, SC  National Sales Manager   1. Increased sales from $50 million to $100 million. 2. Doubled sales per representative from $5 million to $10 million. 3. Suggested new products that increased earnings by 23%. |
|  | 1985–1990 Ferguson and Bardwell South Ridge, SC  District Sales Manager   1. Increased regional sales from $25 million to $350 million. 2. Managed 250 sales representatives in 10 Western states. 3. Implemented training course for new recruits — speeding profitability. |
|  | 1980–1984 Duffy Vineyards South Ridge, SC  Senior Sales Representative   1. Tripled division revenues for each sales associate. 2. Expanded sales to include mass market accounts. 3. Expanded sales team from 50 to 100 representatives. |
| Education | | |
|  | 2010–2014 University of Southern California Los Angeles, CA   1. B.A., Business Administration and Computer Science. 2. Graduated s*umma cum laude*. |
|  | 1971–1975 South Ridge State University South Ridge, SC   1. B.A., Business Administration and Computer Science. 2. Graduated *summa cum laude*. |
| Interests | | |
|  | South Ridge Board of Directors, running, gardening, carpentry, computers. |
| references | | |
|  | Available upon request. |