



John Davidson

Sample Sales Representative
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About Me

Learn about my background, preferences and performance in under two minutes!

Objective

To secure a position in sales where I can utilize my contacts, experience and skill set to contribute to the company's overall objectives and goals.

Work History

Cronus Technology Inc

Senior Sales Representative

Alviso, CA Mar 2000 - Present

Tasked with selling Cronus Technology's Enterprise Software Solutions and Professional Services; these products and services facilitate efficiencies in data transfer for Supply Chain Management, B2B / B2C, CRM, Document Management, E-Commerce, ERP and Performance Management applications. Customer base includes some of the world's leading corporations and marketplaces as well as leveraging best-of-breed Internet Technology Partners (Ariba, BEA, BMC, Business Objects, Documentum, I2, Netegrity, Network Associates, Oracle, PeopleSoft, Plumtree, Procuri, PTC, RSA Security, SAP, Siebel, Veritas, Vytex/Stellcom and WebEx).

- Exceeded quota '01, '02, '03, '04, '05 & '06
- 2006 quota, \$3.5M – Actual, \$4.5M
- Average deal size = \$500K // Average sales cycle = 3 – 6 months
- Throughout Cronus Integration career ('01 – '07) on average: 144% of quota
- Closed the largest deal (\$1.5M // '03 – Intel) in Cronus Integration's history
- Responsible for \$20M+ ('98 – '03) in NEW business revenue
- Sales Representative and Rookie of the Year – '01
- Developed new territory from scratch (Bay Area) totaling 40+/- NEW accounts ('01 – '07)
- Xerox trained – completed all 3 levels in Solution Selling – 15 classes completed
- Involved in all facets of successful Silicon Valley start up through maturity and buyout \$220M
- Offered position with acquiring company (FSCXQ)
- Clients include AMD, Bank of America, Cisco, HP, Intel, Kaiser, LAM, Merck, Novellus (potential references)

WebLogic Inc

Sales Representative

Dallas, TX Jul 1995 - Feb 2000

Tasked with selling WebLogic's Enterprise Application Server and Professional Services facilitating e-businesses to develop, integrate, deploy, and manage large-scale web applications in Java.

- Exceeded quota '95, '96, '97, '98, '99 & '00
- 2000 quota, \$2.5M – Actual, \$3.5M
- Average deal size = \$300K // Average sales cycle = 3 – 6 months
- Throughout WebLogic career ('95 – '00) on average: 128% of quota

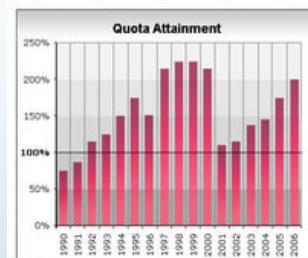
Reference



Bill Wright, CEO, Emerging Technology Incorporated

I maintain contact with Bill Wright and he is happy to serve as a reference.

Quota History



Consistent long history of exceeding corporate quota attainment goals.

Earnings History



Verified income, base vs. total 1988-2006

- Sales Representative of the Year – '97 & '99
- Clients include APL, Toshiba, Chase Manhattan, HP, Intel, and United Airlines

Chesapeake Decision Sciences, Inc.

Sales Consultant

San Francisco, CA Mar 1988 - May 1995

Generated new and grew existing revenue for leading provider of software and services firm specializing in supply chain planning and optimization.

- Exceeded quoted in '88, '89, '90, '91, '92, '93 & '94
- Average deal size = \$200K // Average sales cycle = 3 – 6 months
- Throughout CDS career ('88 – '95) on average: 124% of quota
- Responsible for over \$16M+ ('88 – '95) in NEW business revenue
- Employee of the Year – '92 & '94
- Involved in all facets of successful start up through maturity and buyout \$140M (AspenTech // '94)
- Clients included 3Com, AMD, Cypress Semi, HP, Intel, LSI Logic, SGI, Sun, Tandem (potential references)

Education

University of Southern California Los Angeles, CA, United States Dec 2006 - Present

MBA, International Business

University of San Francisco San Francisco, CA, United States Aug 1983 - May 1987

BBA, Computer Information Systems

Management Information Systems:

- Basic
- COBOL
- FORTRAN
- Pascal

Verifications



Letter of reference from Bill Wright, CEO, Emerging Technologies, Inc.



W-2 Income Verification by Jill Timmons, CPA