

CLIENT NAME

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Regional / Divisional Sales Manager

Catalyst for explosive growth—Industry leader with record of sustained superior results through proven leadership skills in developing talent, driving growth, and creating high-energy, high-performance culture. Expertise includes:

- ✓ **Regional Leadership:** Last-to-first regional turnaround
- ✓ **Sales Growth:** From <\$20M to >\$40M in 3 years
- ✓ **Sales Team Management:** 100% President's Club attainment
- ✓ **Individual Production:** #1 sales territory in the division

Experience and Accomplishments

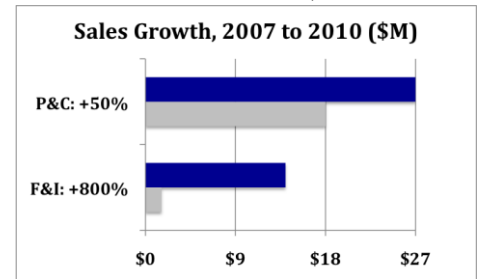
Universal Group, Inc. (*Nation's leading property & casualty insurer for the automotive industry*) 2000–Present

REGIONAL SALES MANAGER—OHIO, 2007–Present: Transformed region from last to first in the company.

Recruited for promotion to RSM and selected the company's worst performer as the biggest challenge and biggest opportunity. Invigorated complacent region mired in last place (3 of last 4 years) to excel and strive toward compelling vision of a best-in-class sales organization centered on 4 key benchmarks: Professional Excellence, Best Talent, Premier/#1 Office, and Leader Development.

- ✓ **Sales & Profit Performance:** Profitably managed a \$40M+ business, driving exceptional growth and capturing 70% market share while leading the nation in customer satisfaction (CSI) at 97%. Rose from #27 of 27 regions in 2007 to #1 in 2009 and YTD 2010.

<i>Sales Volume</i>	<i>2007</i>	<i>2010</i>
Property & Casualty	\$18.0M	\$27M
Finance & Insurance	\$1.6M	\$14M



- ✓ **Sales Management:** Recruited top talent and elevated performance of entire 10-person team through training, mentoring, guidance, and appropriate incentives. Made sound hiring decisions by identifying and evaluating 5 critical factors for success in highly competitive, relationship-driven sales culture with aggressive growth expectations. Developed individual team members for advancement—4 promoted or recruited to date.

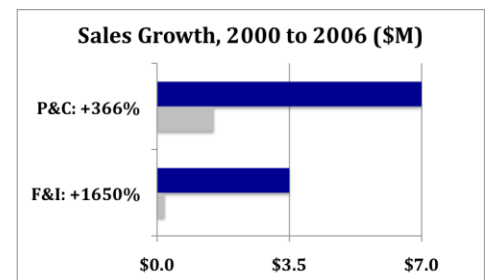
<i>Sales Team Performance</i>	<i>2004–2007</i>	<i>2007–2010</i>
President's Club Winners	0	24 (<i>entire team in 2010</i>)

- ✓ **Industry Leadership:** Built strong relationships and reputation within Ohio Automotive Dealers Association (OADA) by demonstrating professionalism, expertise, and commitment. Earned status as a preferred provider, with Universal's selling system recognized as a best practice.
- ✓ **Business Contribution:** One of 5 RSMs selected to design new, company-wide AE training program.

ACCOUNT EXECUTIVE—DENVER, 2003–2006: Grew territory to #1 in the division. Strengthened and leveraged dealer relationships to drive new business, positioning Universal's products and services as high-value profit enhancers to build loyalty while generating meteoric growth.

- ✓ **Sales Performance:** Grew both lines of business to #1 in size among 40 AEs in the Western Division. Named Account Executive of the Year in 2004; earned President's Club distinction 3 years.

<i>Sales Volume</i>	<i>2000</i>	<i>2006</i>
Property & Casualty	\$1.5M	\$7.0M
Finance & Insurance	\$200K	\$3.5M



- ✓ **Business Contributions:** Only AE from division named to company-wide team to revamp sales compensation structure. Mentored new AE hires.

Education & Professional Certification

BS in Economics, 2000 —The Ohio State University
Earned AFIP Certification. Currently pursuing CPCU (completed 5 of 8 courses).