

SALES REPRESENTATIVE; SALES MANAGEMENT

Summary

I am submitting this resume to you because I am interested in the job opening that you have on the business side of AT&T. My name is James Sauders and I have worked in retail sales in some form since I was 14 years old and the last six and a half of those years have been spent working for AT&T in retail. I'm a hard working, loyal and energetic manager and top-rated sales associate with more than 8 years of leading dynamic sales teams in fast-paced markets. I'm always early and if doing the job correctly means traveling to meet individual customers based on their time constraints, then working late is what I'll do. I don't quit until the job is done and I know customer service will be my number one priority along with hitting my goals. I know that I would be an excellent fit for this position and a reliable source of success for your team. Thank you for taking the time to review my information.

Highlights

- I have had multiple sales representatives promoted directly from my sales team based on my ability to translate my sales knowledge into positive results for them
- I have been consistently at the top of any sales team I've ever been on
- While a manager for a technology company I helped us hit 14 straight months of us being in the top 10 stores in the nation out of over 600.
- Was given a customer service experience award as a sales rep for being over our customer satisfaction goals with AT&T
- I've been given multiple awards for my sales results through various companies
- Was selected as 1 out of only 10 total freshman allowed into student government my first year at the University of Louisville
- Selected to represent my high school as a member of West KY Teen Leadership Group
- Intelligent, self-starter, motivated, a "think outside the box" problem solver, extremely competent in sales & sales management, positive and self-sufficient
- Was selected as number one business student out of 350 students in my graduating class in high school
- Was president of both the Student Bank and chapter of FBLA at my high school and a regional FBLA officer
- Selected Mr. Future Business Leader of America regionally in 2001
- Given full academic scholarship to the University of Louisville
- I was selected for the first year of the Retail Manager Development Program with AT&T, and one of only a handful of managers chosen for it
- Was invited to attend Nation Young Leaders Conference as a senior in high school
- Was invited to first ever Global Young Leaders Conference in Australia
- Selected as 1 of 5 attendees out of over 350 to represent group for Mock United Nations Assembly

Experience

October 2009

to

Current

Company Name City, State Sales Representative; Sales Management

As a sales representative I was responsible for hitting various sales targets and was ranked number one in my store for the entire, but only year I was a sales rep.

Lead in wired sales, feature & accessory sales and customer service scores

Won an award for being over goal for customer service scores for the year.

Within three months of being hired I was asked to assist in training new sales reps.

May 2007

to

March 2008

Company Name City, State Airman/Cryptologic Linguist

As an Airman I was selected out of 52 squad mates to run time scheduling/management/instruction over our entry control procedures

Was selected as Dorm Leader for my flight

Was picked to handle sensitive data transfers/processing information out of over 500 Airman

Was trained in foreign linguistics in both Arabic and Russian before being honorably/medically discharged

June 2004

to

May 2007

Company Name City, State Technology Sales Rep/Technology Sales Lead/Technology Sales Manager

As an employee of Circuit City I worked my way up from entry level sales rep to tech sales lead and then tech sales management

Consistently leader in both hitting sales targets, hitting customer service based results and extended warranty sales

Responsibilities included leading knowledge of our products, building value with customers to uncover their needs and sell to our products and services, signing them up for extended warranties as well as installation services, continuing to do these things as tech lead and then tech manager as well as driving my reps to hit those same goals

Assisted in hitting over 14 months straight of being in top ten of company for customer service results

Awarded sales associate of the month over 6 times in the same year, then selected as over sales leader/team player for the year

Education

2005

University of Louisville City , State , United States Bachelor of Science : Double Major in Political Science/History

Attended the University of Louisville on full academic scholarship

Currently enrolled towards a degree in Organizational Leadership & Learning, with a specialty in leading/training

Plan on moving to MBA/HR Degree after graduation

Military Experience

May 2007

to

March 2008

Company Name City , State Airman; United States Air Force

Used time in service to develop leadership & organizational skills

Developed a habit of exceeding/leading in a position by always learning about the skills/responsibilities of the person above me and the person below me in order to keep continuity/consistency in results/duties should we lose a team member

Led & trained other members/airmen in multiple areas

Was tested and selected for proficiency in foreign languages