

RICH ANDREWS

OBJECTIVE

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EXPERIENCE

1990-1994 Arbor Shoe South Ridge, SC

National 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, SC

District 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, SC

Senior Sales Representative

- Tripled division revenues for each sales associate.
- Expanded sales to include mass market accounts.
- Expanded sales team from 50 to 100 representatives.

EDUCATION

1971-1975 South Ridge State University South Ridge, SC

- B.A., Business Administration and Computer Science.
- Graduated summa cum laude.

INTERESTS

South Ridge Board of Directors, running, gardening, carpentry, computers.

TIPS

Select text you would like to replace, and type your information.

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