NAME

Sales & Marketing Manager

Address   Telephone

Experience:

National Marketing Manager / Computer Integrated Courtroom   **11/88 to present**
CORPORATION / LEGAL SYSTEMS DIVISION ∎ City, State
(Leading supplier of PC-based litigation support software)

- Plan and manage national marketing strategy for a work product retrieval program with full text, data base, and imaging capabilities.

- Plan and manage national marketing strategy for PC-based system designed to integrate *software and hardware system* in the courtroom setting.

- Direct all aspects of sales, installations, and customer support for above products.

New England Sales & Marketing Representative   **1984 to 1988**
CORPORATION ∎ City, State
($30M+ national manufacturer of computer hardware for freelance and official court reporters)

- Nine-time Eastern Regional Sales Rep of the Month.

- Produced $1M in sales during first year.

- Consistently earn quarterly overachievement bonuses.

- 1986 and 1988 Par Club Member for exceeding 100% of sales quota.

- 1988 Most Consistent Sales Performer nationwide.

- 1988 and 1989 Award for highest order sold nationwide.

- Sold 20 systems to the state Superior Court System.

- One of three Sales Reps nationwide selected to serve on corporate Fiscal Committee.

- One of three Sales Reps nationwide selected to serve on corporate Advertising Committee.

Systems Consultant   **1984**
COMPUTER CENTER ∎ City, State
(Microcomputer sales and systems configuration for the business market)

- Provided inside and outside sales targeted primarily toward the legal profession.

- Gained expertise in a variety of hardware and software products (IBM, Compaq, Televideo, Grid - networking, word processing, spreadsheet, database management, accounting).

Telemarketing Sales Representative   **1982 to 1984**
COMPUTER PRODUCTS ∎ City, State
(Manufacturer of microcomputer peripherals including printers, monitors, modems, hard disks and accessories)

Education:

Bachelor of Arts in Management   **1982**
COLLEGE ∎ City, State
(Concentration in Marketing)