

Todd L. Bermont (Sample Chronological Resume)

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PROFILE

Driven and results-oriented sales representative, known for generating new business and consistently achieving sales objectives, throughout his career in selling information technology solutions.

ACCOMPLISHMENTS

IBM Corporation

- + Won five “Branch Manager Awards” and the “General Manager’s Award”
- + “100% Club” every year on quota
- + Ranked in the “Top 10%” of all IBM employees in 1992

NCR Corporation

- + Sold First NCR PC Solution to IL. Dept. of Public Aid
- + Represented sales force in development of a new Unix workstation

University of Illinois

- + Graduated with Honors

EXPERTISE

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|-------------------------|--------------------------------|
| • Large account selling | • Business development |
| • Territory management | • Cold-calling |
| • Lead generation | • Direct-response marketing |
| • Cross-selling | • Negotiation |
| • Resource Coordination | • Sales of high-tech solutions |

EDUCATION

- University of Illinois, Urbana (1986) – Bachelor of Science, Marketing
- IBM and NCR sales education programs

WORK EXPERIENCE

Account sales representative, IBM Corporation (1989 – 1992)

Sold PS/2, AS/400, RS/6000 & consulting to a *new-business, financial* territory. More than doubled territory sales each year on quota. Sold the first RS/6000 minicomputer in the Chicago Finance Branch of IBM. *Won* five “Branch Manager” awards and one “General Manager” award.

Territory sales representative, NCR Corporation (1986 – 1989)

Sold UNIX Towers & DOS Personal Computer solutions to a *F1000 and State/Local Government, new-business* territory. Sold first NCR PC solution to the Illinois Department of Public Aid. Chosen as the only sales representative in St. Louis to provide input on a new Unix Workstation under development.

References are available upon request