

# Todd L. Bermont (Sample Functional Resume)

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## PROFILE

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Results-oriented and accomplished sales executive with a proven track record of achieving significant revenue growth in domestic and global F1000/OEM accounts.

## ACCOMPLISHMENTS

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### American Power Conversion

- + Met and exceeded 100% of sales quota each and every year on quota
- + Won the 1998 "Top Team Award" in North America
- + Named "Top Presenting Partner" at 1997 IBM Europe Sales Meeting
- + Voted "Top Trainer" at 1994 APC Europe Sales Meeting
- + Awarded "Top Fortune 1000 Salesperson" in 1993

### IBM Corporation

- + Won five "Branch Manager Awards" and the "General Manager's Award"
- + Attained the "100% Club" every year on quota
- + Ranked in the "Top 10%" of all IBM Employees in 1992

## EXPERTISE

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- Sales management
- Compensation planning
- Territory planning
- New-business generation
- Interviewing & hiring
- People development
- Global business strategy
- Market Analysis
- Project Management
- Product Development
- Customer Satisfaction
- Negotiation

## EDUCATION

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- ◆ University of Illinois, Urbana, IL (1986), Marketing, Graduated w/Honors
- ◆ IBM and NCR educational sales programs

## SALES MANAGEMENT EXPERIENCE

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- ◆ **Director, OEM, American Power Conversion**
- ◆ **F1000 Channel Manager, American Power Conversion**

In charge of managing a sales force focused on generating significant revenue growth in both new and existing, strategic accounts. Responsibilities included hiring, managing, budgeting, forecasting, funnel development, training and mentoring of salespeople. Consistently exceeded corporate objectives of increased revenue, profit and market share.

## CORPORATE SALES EXPERIENCE

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- ◆ **District Manager, American Power Conversion**
- ◆ **Account Sales Representative, IBM Corporation**
- ◆ **Territory Sales Representative, NCR Corporation**

Sold computing solutions to *F1000* and *State/Local Government* accounts. Developed new business and generated significant revenue growth in new and existing accounts. Consistently achieved and exceeded sales objectives.