

Todd L. Bermont (Sample Hybrid Resume)

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PROFILE

World-renowned author, speaker, & consultant known for consistently exceeding expectations throughout his career in coaching, sales and executive management.

ACCOMPLISHMENTS

10 Step Corporation

- + Featured: CNN, FOX, Monster.com, CareerBuilder, radio & newspapers
- + Authored three books; one ranked #1 "Most Popular" on Amazon.com
- + "National Leadership Award," Small Business Advisory Council
- + As a lecturer at the University of Chicago, received rating of 4.5/5.0
- + Awarded "Certificate of Merit" by Writer's Digest
- + Named to the "Leadership Committee" at University of Chicago
- + Developed on-line, job-hunting course offered by 500+ colleges & universities

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

University of Illinois

- + Graduated with Honors

EXPERTISE

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|----------------------|------------------------|-------------------------|
| • Keynote speaking | • Sales training | • Career coaching |
| • Sales management | • Compensation design | • Resource coordination |
| • Territory planning | • Business development | • Interviewing |
| • Personnel | • Global strategy | • Hiring |
| • Project management | • Product development | • Customer satisfaction |
| • Cross Selling | • Market Analysis | • Negotiation |

EDUCATION

- University of Illinois, Urbana, IL (1986) – Bachelor of Science, Marketing
- Miller Heiman: Strategic Selling, Conceptual Selling & LAMP
- Acclivus – Coaching and Base Training
- Rodger Dawson – Power Negotiating
- IBM – IBM Advanced Sales School
- NCR – Sales School

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EXECUTIVE MANAGEMENT EXPERIENCE

PRESIDENT, 10 Step Corporation (2000 – Present)

Founded company focused on sales training, consulting, and career coaching. Authored several books including one ranked “most popular” in the category by Amazon.com. Guest lecturer at the University of Chicago’s Graham School. Instructor & developer of an online, job-hunting course available to over 500 U.S. colleges. Trained & coached scores of individuals & companies on improving productivity, enhancing selling skills, & improving results.

DIRECTOR, OEM, American Power Conversion (APC) (1995 – 1999)

In charge *OEM* division focused on global, strategic partnerships with leading computer manufacturers such as Dell, Gateway, HP, IBM, and Sun. Managed over a dozen employees in U.S. & coordinated additional indirect staff in Europe & Asia.

Grew revenue more than 10x from 1995 to 1999 while only increasing the number of direct reports by 2x. Additional achievements included increasing attach rates, profitability, customer satisfaction, and market share.

CHANNEL MANAGER, F1000 ACCOUNTS, APC (1994 – 1995)

Managed a *Fortune 1000* Channel, responsible for growing the APC presence in large accounts. Key accomplishments included more than tripling the average territory sales while simultaneously increasing customer satisfaction and APC market share. Contributors to this success included: revamping the sales compensation plan, extensive sales training, joint territory customer calls, creation of a vertical channel support team, development of a select major account program, and enhancing sales tools including creating proposal and presentation databases.

CORPORATE SALES EXPERIENCE

DISTRICT MANAGER, MIDWEST REGION, APC (1992 – 1994)

Sold power protection equipment to a Midwest, *F1000* territory. Increased territory revenues by more than double in 1992 and triple in 1993. Secured the largest, single sale in the history of the Midwest Region at that time.

ACCOUNT SALES REPRESENTATIVE, IBM Corporation (1989 – 1992)

Sold PS/2, AS/400, RS/6000 & consulting to a *new-business* territory. More than doubled territory sales each year on quota. Sold the first RS/6000 minicomputer in the Chicago Finance Branch of IBM.

TERRITORY SALES REPRESENTATIVE, NCR Corporation (1986 – 1989)

Sold UNIX Towers and DOS Personal Computer solutions to a *F1000, new-business* territory. Sold first NCR Personal Computers to the State of Illinois Department of Public Aid.

References Available upon Request