

# JACK HERER, JR.

2312 Fakes Street ♦ Denver, CO 80501

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## SENIOR SALES / BUSINESS DEVELOPMENT SPECIALIST

Dedicated and self-motivated professional with a strong background in Strategic Selling, New Business Development, Customer Acquisition, and Organizational Leadership. Possess over 20 years of successful experience consulting on multifaceted projects, planning and implementing effective promotional campaigns, and facilitating profitable relationships with a wide range of clients and key business partners. Consistently recognized for outstanding contributions and solid reputation for surpassing specified quotas and sales targets. Commended for efficiency, priority management, and communication skills. Computer savvy and familiar with many modern systems and applications.

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### AREAS OF EXPERTISE

- Consultative Selling
  - Customer Engagement
  - Business Development
  - Market Penetration
  - Account Management
  - Profit & Revenue Growth
  - Prospecting & Cold Calling
  - Mortgage Origination
  - Data Entry & Analysis
  - Records & Reporting
  - Performance Monitoring
  - Training & Team Building
  - Medical Device Sales
  - Client Acquisition
  - Strategic Planning
  - Contract Negotiations
  - Appraisal Services
  - Process Improvement
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### RECENT WORK EXPERIENCE

#### **Kelcy Appraisal Group**

**2002-Present**

*Owner/Real Estate Appraiser*

- Built a successful business from the ground up and grew production to a high of \$275K in annual revenues
- Plan and coordinate all aspects of sales, new business development, customer acquisition, and retention
- Conduct cold calls and in-person presentations to build profitable relationships with clients and prospects
- Supervise staff members, administer operational budgets, and provide various residential appraisal services
- Ensure the accuracy of all records and reports and research, compile, and document complex market data
- Provided consultative services and trained and mentored four individuals to become Certified Appraisers
- Consistently build new accounts, meet targeted sales goals, and increase business revenues year-over-year

#### **MM Medical**

**1999-2002**

*Medical Device Sales*

- Worked for a medical device distributor out of Edmond, OK and efficiently managed a sales territory
- Facilitate strong relationships with orthopedic surgeons, podiatrists, and other healthcare professionals
- Responsible for cold calling, setting appointments, presentations, and assisting with surgical demos
- Allocated resources, analyzed trends and competitive intelligence, and kept accurate records and reports
- Successfully generated and managed new accounts, increased sales, and exceeded specified monthly quotas

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### PREVIOUS WORK EXPERIENCE

#### **Farmers Insurance**

**1998-1999**

*Commercial Producer*

#### **Paine Webber**

**1998-1998**

*Investment Advisor*

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### EDUCATION

#### **Regis University**

**1997**

*Bachelor of Science in Business Administration (BSBA)*