

Rich Andrews

objective

Experience

1990–1994 Arbor Shoe Southridge, SC
National Sales Manager

- Increased sales from \$50 million to \$100 million.
- Doubled sales per representative from \$5 million to \$10 million.
- Suggested new products that increased earnings by 23%.

1985–1990 Ferguson and Bardell Southridge, SC
District Sales Manager

- Increased regional sales from \$25 million to \$350 million.
- Managed 250 sales representatives in 10 Western states.
- Implemented training course for new recruits—speeding profitability.

1980–1984 Duffy Vineyards Southridge, SC
Senior Sales Representative

- Tripled division revenues for each sales associate.
- Expanded sales to include mass market accounts.
- Expanded sales team from 50 to 100 representatives.

Education

1971–1975 Southridge State University Southridge, SC

- B.A., Business Administration and Computer Science.
- Graduated Summa Cum Laude.

Interests

Southridge Board of Directors, running, gardening, carpentry, computers.

Tips

Select text you would like to replace, and type your information.

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