

MASON DIXON

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SALES MANAGER / ACCOUNT REPRESENTATIVE

~ *Telecommunications* ▪ *Technology* ▪ *Medical* ▪ *Industrial* ~

QUALIFICATIONS

Assertive, proactive sales professional with proven ability to close sales, farm new customers, and grow existing accounts. Experience with inside and outside sales in high-tech channels. Quick learner and natural sales ability. Exceptional ability to identify and anticipate customer needs; *consistently ranked among the top sales people in company.*

SALES EXPERIENCE

MCI TELECOMMUNICATIONS, Dallas, TX

9/04-Present

Acquisitions Client Executive / Outside Sales

- ✓ *Ranked second most-successful salesman in the country in the Small Business Market division and number one among colleagues in Texas office.*
- ✓ Establish and maintain dozens of new small business customers by understanding specific needs and spending extra time foraging relationships at Chamber of Commerce functions and industry events.
- ✓ *Provide exceptional customer service* by forming partnerships with business development, marketing, and other company divisions in order to determine most attractive offers for customers.

THE MHA GROUP – STAFF CARE, INC., Irving, TX

11/02-9/04

Physician Sales / Recruiting Consultant for the nation's leading provider of clinical health care staffing and consulting services, with 700 employees.

- ✓ *Generated \$4 million in 2003, the third highest among all specialties company-wide;* presented options, negotiated contracts, and managed 50+ accounts.
- ✓ *Consistently exceeded \$200,000 monthly revenue quotas by 140% to 175%;*
- ✓ Handpicked to cover traditionally unprofitable territory and *grew its monthly revenue by 65%.*
- ✓ *Trumped 30 Divisional Sales Consultants as "Producer of the Month" for 6 months.*
- ✓ *Exceeded daily goal of 60 cold calls* to hospitals and imaging centers to identify new physicians for contract job opportunities; specialized in Anesthesia and Radiology.
- ✓ *Chosen to represent Staff Care at national conventions* to increase industry exposure, generate new business opportunities, and recruit new providers.

MORRISON SUPPLY COMPANY, Carrollton, TX

12/01-11/02

Industrial Account Manager overseeing 50 locations that distribute residential/commercial plumbing, air conditioning, & industrial piping.

- ✓ *Scheduled 10-15 new customer appointments per week through aggressive cold calling.*
- ✓ *Consistently exceeded average revenue per product sold* using superior negotiation skills.
- ✓ *Developed profitable relationships* with current and prospective customers, *and provided exceptional customer support* through attentiveness and extensive product knowledge.
- ✓ *Noted for sharing personal sales best practices in Sales Trainee Program.*

EDUCATION

TEXAS A&M, College Station, TX

Bachelor of Science Degree • Dec 2001