

# DT

# David Taylor

## CONTACT



(555) 123-4567



email@example.com



LinkedIn | Portfolio



Chicago, IL 60611

## EDUCATION

**Bachelor of Business Administration** | University of Wisconsin | May 2010

## KEY SKILLS

- B2B wholesale sales
- Contract negotiation
- Inventory management
- Market analysis
- Relationship building

## ABOUT ME

Wholesale sales representative with 10+ years of experience managing large accounts and increasing product distribution. Skilled in building relationships with retailers, negotiating contracts, and driving revenue growth. Adept at identifying market trends and capitalizing on new opportunities.

## PROFESSIONAL EXPERIENCE

**WHOLESALE SALES REPRESENTATIVE | NATIONAL DISTRIBUTION CO., CHICAGO, IL**

APRIL 2014 - PRESENT

- Grew product distribution by 50%, increasing annual revenue by \$5 million for a line of consumer electronics and home appliances
- Negotiated contracts with 30+ retailers, achieving a 90% customer retention rate
- Conduct market research to identify emerging trends in smart home technology, leading to the addition of three new product lines

**SALES ASSOCIATE | MIDWEST SUPPLY CO., MILWAUKEE, WI**

MAY 2010 - MARCH 2014

- Managed a \$10 million portfolio of retail accounts, achieving a 20% revenue increase
- Developed promotional campaigns for retailers, boosting sales by 15%
- Maintained inventory accuracy, reducing stock shortages by 25%