Max Benson

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| Objective |  |
| Experience | 1990–1994 Arbor Shoe South Ridge, SCNational 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%.
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|  | 1985–1990 Ferguson and Bardwell South Ridge, SCDistrict 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.
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|  | 1980–1984 Duffy Vineyards South Ridge, SCSenior Sales Representative* Expanded sales team from 50 to 100 representatives.
* Tripled division revenues for each sales associate.
* Expanded sales to include mass-market accounts.
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|  | 1975–1980 Lit Ware, Inc. South Ridge, SCSales Representative* Expanded territorial sales by 400%.
* Received company’s highest sales award four years in a row.
* Developed Excellence in Sales training course.
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| Education | 2010–2014 University of Southern California Los Angeles, CA* B.A., Business Administration and Computer Science.
* Graduated *summa cum laude*.
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|  | 1971–1975 South Ridge State University South Ridge, SC* B.A., Business Administration and Computer Science.
* Graduated *summa cum laude*.
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| Interests | SR Board of Directors, running, gardening, carpentry, computers. |
| References | Available upon request. |