

Max Benson

Objective

Experience	1990–1994	Arbor Shoe	Southridge, SC			
	National Sales Manager					
	<ul style="list-style-type: none">▪ 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	<ul style="list-style-type: none">▪ 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					
<ul style="list-style-type: none">▪ Expanded sales team from 50 to 100 representatives.▪ Tripled division revenues for each sales associate.▪ Expanded sales to include mass market accounts.						
1975–1980	LitWare, Inc.	Southridge, SC	Sales Representative			
			<ul style="list-style-type: none">▪ Expanded territorial sales by 400%.▪ Received company's highest sales award four years in a row.▪ Developed Excellence In Sales training course.			
			Education	1971–1975	Southridge State University	Southridge, SC
			<ul style="list-style-type: none">▪ B.A., Business Administration and Computer Science.▪ Graduated Summa Cum Laude.			
Interests	SR Board of Directors, running, gardening, carpentry, computers.					