

# Deborah Greer

## Objective

A position requiring expertise in salesmanship, development of people and team building in the retail industry.

## Experience

1990–1994 Arbor Shoes Southridge, WA

### 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, WA

### 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, WA

### Senior Sales Representative

- 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, WA

### Sales Representative

- 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, WA

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

## Interests

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

## Professional Organizations

National Sales Association of Connecticut, Recording Secretary