

# Allan S. Putland

---

**Objective** [Click [here](#) and type objective]

**Experience** 1990–1994 Arbor Shoe South Ridge, SC

**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 Bardwell South Ridge, SC

**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 South Ridge, SC

**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 Lit Ware, Inc. South Ridge, SC

**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 South Ridge State University South Ridge, SC

- B.A., Business Administration and Computer Science.
- Graduated *summa cum laude*.

**Interests** SR Board of Directors, running, gardening, carpentry, computers.

**Tips** Select the text you would like to replace, and type your information.