

Max Benson

For application of METP 5

Current Position	1990–1994	Arbor Shoe	South Ridge, 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%.		
Experience	1985–1990	Ferguson and Bardwell	South Ridge, 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	South Ridge, 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	Lit Ware, Inc.	South Ridge, 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.		
Formal Education	1971–1975	South Ridge State University	South Ridge, SC
	<ul style="list-style-type: none">▪ M.A., Business Administration and Computer Science.▪ Graduated <i>summa cum laude</i>.		
	1966–1971	South Ridge State University	South Ridge, SC
	<ul style="list-style-type: none">▪ B.A., Business Administration and Computer Science.		
Additional Education & Training	1976–1977	North Gate Language School	Italy
	<ul style="list-style-type: none">▪ 2-month Italian language training with certificate		
Other Skills or Qualification	<ul style="list-style-type: none">▪ Fluent Italian language skills▪ Frequent private visits to China▪ Good computer skills in MS Office		

