

# James Everett Gracey

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Friday 10/22  
@ 1130 AM

## Summary of Qualifications

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- A proven sales professional with the passion, drive, and ambition for success
- Consistently exceeded national sales totals, maintaining position in top 10 in the nation for sales production throughout tenure with AMG Marketing
- PC and Mac literate; typing speed of 40wpm
- Finely tuned organizational skills with a high value for productivity and exceeding deadlines
- Knowledgeable of all parts of sales and sales production, from warehouse and shipping to on the floor sales and sales management

## Experience

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### Management

- Launched incentive programs to generate and increase sales
- Coordinated and supervised day to day sales efforts of a team of between 15-22 individuals
- Planned and directed staffing, training, and performance evaluations to develop and control sales
- Organized meetings (supervisory, motivational, corporate) among the team
- Maximized profitability in a refined recruitment and training process
- Prepared monthly budgets for team members to establish goal setting

### Sales

- Experienced in "out of the box" direct sales and sales strategies
- Competitive nature with proven ability to exceed sales quotas on a weekly basis
- Innovated new tactics and sales pitches in order to increase sales
- Engaged in product conferencing nationwide

### Training

- Responsible for training a highly diverse team in field training and proper communication strategies
- Discussed sales strategies and examples of sales pitches to new employees daily
- Set examples for other staff in areas of personal character, commitment, and work habits
- Provided constructive criticism to team members regarding their sales approach

## Experience

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Server	Elephant Bar	Stockton, CA	4/07 – 12/08
Sales Manager	A.M.G. Marketing	San Jose, CA	1/05 – 6/06
Assistant Manager	A.M.G. Marketing	San Jose, CA	9/04 – 12/04
Sales Associate	A.M.G. Marketing	San Jose, CA	4/04 – 9/04
Sales Associate/Stock	Express	San Jose, CA	6/03 – 4/04
Driver/Warehouse	Papco Distributing	San Jose, CA	9/01 – 3/02

## Education

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GED

Del Mar High School

San Jose, CA

March 2000