

Ericka G. Bell

101 Royal Road, Summer Garden, TX 55555 (555)555-5555 contactericka@mac.com

An ambitious and energetic multi-dimensional leader offering solid sales leadership experience, business development experience and customer relationship management, specializing in new product launches.

PROFESSIONAL EXPERIENCE

- Present – 5/07 Visionary Care San Antonio, TX
JCPenney - Account Manager – Responsible for \$14M in Annual Sales and HQ Management with a focus on 4 core markets in the US.
- 5/07 – 12/05 **Area Sales Director:** Responsible for overseeing all sales operations in the Eastern US. . Direct reports include 3 Regional Directors and 41 Sales Representatives. Shared Interim Area Sales Director as well as shared Interim role as VP of Sales from October 06 to February of 07 in absence of VP of Sales.
- 12/05 – 12/04 **Regional Business Director:** Responsible for managing, training and hiring 18 outside sales representatives. Territories include Texas, New York, Colorado, Arizona, and California.
- 12/04 – 12/03 See Clearly Inc. San Marcos, TX
Regional Sales Director: Responsible for managing, training and hiring 6 outside sales representatives. Territories include Texas, New York and Florida. Additional responsibilities included managing the business in New Mexico.
- 1/03 - 12/03 See Clearly Inc. San Marcos, TX
Area Sales Manager: Responsible for working closely will eye care professionals in Central Texas to introduce, and market contact lenses. Additional responsibilities included Regional Trainer as well as strategic accounts.
National Accounts Manager: The Glasses Place Co.
- 01/01 – 01/03 Optical New Futures Waco, TX
National Accounts Manager: Managed and maintained central role between two multi-location optical retailers throughout the United States. Responsible for \$3 million in sales annually.
Territory Manager: Managed a \$5 million dollar territory including North and Central Texas introducing and marketing contact lenses to eye care professionals in the retail, mass merchandiser and private practitioner areas.
- 01/00 – 01/01 Visionary Care San Antonio, TX
Account Manager: Responsibilities included the direct sales and marketing of contact lenses lens care products, pharmaceuticals and other related devices to major accounts and eye care professionals through out San Antonio and surrounding Texas cities.
- 01/97 – 01/00 Office Essential Supplies Co. San Antonio, TX
Major Account Manager:
Responsible for \$49,000 in monthly sales of low to high volume office equipment in San Antonio's Business District
Account Manager:
Responsible for \$9,500 in monthly sales & rentals of low to high volume office equipment. Responsible for account development and maintenance for hospitals and educational institutions in 5 counties in Central Texas.

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EDUCATION

M.B.A **May 1999** - **University of Notre Dame – Indiana**
B.A. **May 1992** - **University of Notre Dame – Indiana**

Professional Sales Coaching with CoachMeSales 2006
Management Development Program 2004
Advanced Management Development Program 2005
2010 Sales Conference in Los Angeles
Professional Sales Negotiating with CoachMeSales 2006

LEADERSHIP

University of Notre Dame – Alumni Board
University of Notre Dame MBA Program Alumnus
International Fraternity Alumnus