

George Benicio

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Corporate Trainer

SUMMARY

- Five years of corporate training experience, combined with a strong background in teaching and sales.
- A creative communicator and presenter; able to establish rapport with individuals and groups at all organizational levels.
- Succinct, honest, and energetic, with unusual social ease, a solid commitment to follow-through, and a good sense of humor.

EXPERIENCE

- 2005-pres. **Trainer, Product Sales**
Med-Way Corporation, Nashville, TN
One of the leading manufacturers of medical equipment.
- Helped turn around salesforce to leap from \$150M to \$164M in annual revenues, through weekly sales training and coaching.
 - Facilitated onsite training of sales reps for new product rollouts, with a particular focus on sales performance.
 - Wrote technical sales guides and provided one-on-one training to instill a high level of confidence in each salesperson.
- 2004-05 **Adult Education Teacher**
Carson County School, Nashville, TN
A public school offering night and weekend classes to adults at very low fees.
- Conducted dynamic and enjoyable English as Second Language classes for students of diverse backgrounds.
- 2002-04 **Sales Associate**
Looks for Less, Cleveland, OH
A Mom-and-Pop store that was well known locally for high quality clothing.
- Worked with a team of seasoned sales professionals who taught me a "customer's needs first" sales philosophy.
 - Commended by management for reaching weekly and monthly sales goals.

More experience: Teacher, Cleveland High School, Cleveland, OH; Basketball Coach, Westover Junior High School, Cincinnati, OH; Scout Master, Boy Scouts of America, Cincinnati, OH

EDUCATION

B.A., Education
University of Cleveland, OH

Corporate Training Seminars
Bogart School, Cincinnati, OH

[Note: This resume was created using Susan Ireland's [Ready-Made Resumes.](#)]