

M. LESLIE JOHNSON

111 Pleasant Avenue • 100001 Best Way, AZ • 555.333.3111 • b555nt@yahoo.com

SALES / MARKETING PROFESSIONAL

Sales & Marketing Strategy | New Business Development | Relationship Building
Influential Selling | Contract Negotiations | High Performance Results

15-Year Reputation for Delivering Superior Sales Results, Managing Multi-Million Dollar Business Operations, Developing and Motivating Winning Teams and Creating Win-Win Solutions for Client and Company

SUMMARY

Dynamic Sales and Marketing Professional with proven record in business development and consistently exceeding revenue objectives. Skilled in identifying opportunities, fostering client relationships, and executing innovative strategies to boost sales and brand presence.

CORE STRENGTHS

- Strategic Business Development
- Customer Relationship Management
- Solution Selling: Contract Negotiation and Closing Skills
- Creative in Implementing Action Plans to Achieve Goals
- Revenue Optimization
- Building & Maintaining Client Relationships
- Sales Team Leadership
- Delivering Exceptional Sales Results

"I am committed to doing whatever it takes to drive results. Fostering meaningful relationships enables me to create trust and long-lasting connections with clients and partners." – M. Leslie Johnson

OVERVIEW OF PROFESSIONAL EXPERIENCE

M. DEALER, LLC, Chandler, AZ, February 2012 to Present

Business Owner

- Built business from the ground up to \$2.5 Million per year through online marketing and sales.
- Work consultatively and collaboratively with movie production companies in California, banks, federal government and county municipalities to build business and increase bottom line.
- Completed 80% of marketing and sales transactions efficiently optimizing vehicle purchases.
- Scheduled maintenance, repair, parts replacement, and maintained inventory of 175 cars.

JOHNSON'S LLC, Chandler, AZ, January 2004 to February 2012

Founder

- Bought and sold homes ranging in price from \$500,000 to \$900,000, and meticulously restored residences into sellable condition.
- Met with buyers and sellers, negotiated prices and implemented comprehensive strategies, tactics, and action plans to market properties.

STAFFING AGENCY INC., Tempe, AZ, January 2001 to January 2004

Sales Director

- Landed the biggest restaurant account in Tempe, a million-dollar account – placed temporary workers in food packaging and distribution.
- Achieved \$10 million dollars in business, established and maintained over 105 accounts, and received \$5,000 bonus for outstanding job.

Education

Triton College, River Grove, IL
Curriculum Studies: Criminal Justice and Marketing