

# COOPER

# GREEN



## OBJECTIVE

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## EXPERIENCE

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1990–1994      Arbor Shoe      Southridge, SC

*National Sales Manager*

- 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%.

1985–1990      Ferguson and Bardell      Southridge, SC

*District Sales Manager*

- 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      Southridge, SC

*Senior Sales Representative*

- Tripled division revenues for each sales associate.
- Expanded sales to include mass market accounts.
- Expanded sales team from 50 to 100 representatives.

## EDUCATION

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1971–1975      Southridge State University      Southridge, SC

- B.A., Business Administration and Computer Science.
- Graduated Summa Cum Laude.

## INTERESTS

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Southridge Board of Directors, running, gardening, carpentry, computers.

## TIPS

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