JOSEPH S. JOHNSON

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SUMMARY More than 10 years in management, including supervision, training and sales in a variety of business types, including transportation, insurance, business equipment and pharmaceuticals.

SUPERVISION

- Coordinated hazardous materials response team, which facilitated quick responses to emergency situations.
- Developed a dock safety check, which maintained standards to comply with OSHA requirements.
- Managed personnel in the Over, Short and Damaged Department of a trucking company, resulting in a reduction in claims from customers.

TRAINING

- Developed and implemented a marketing program, resulting in a 6 percent increase in sales each year the program was used.
- Initiated a sales training program, which was used to improve the productivity of employees trained under that course.
- Wrote a cashiers procedures manual, which enabled personnel to follow a standardized process in handling customer accounts.

SALES

- Sold, serviced and retained about 8,000 health, life, and disability policies, resulting in up to 439 percent of sales quotas.
- Sold duplicator machines, resulting in earning top sales recognition in company branch.
- Retrieved intrastate business from a major tire company, resulting in sales in excess of $700,000.

EMPLOYMENT HISTORY

Central Freight Lines, Buckner, Texas (Current employer) — Transportation Company
Dock Safety Supervisor
Training Director
Rate and Billing Supervisor
Sales Representative

Blue Cross and Blue Shield, Waco, Texas — Health and Life Insurance Company
Sales Representative

Xerox Corporation, Austin, Texas — Business Machine Company
Sales Representative

Ayerst Laboratories, Mesquite, Texas — Pharmaceutical Company
Sales Representative

EDUCATION AND TRAINING

B.S., Psychology with a minor in Business Management
Stephen F. Austin State University

18 credit hours, Commercial Transportation and Hazardous Materials
Houston Community College

Extensive sales training
Xerox schools