

Anthony Seaburg

Would a person with 18 years of sales, marketing, training and management experience interest you? What if that person could couple his experience with the ability to build productive business relationships and effectively interface with all level of management, staff and client's? If this describes the professional you want to represent your company, please give me your valuable consideration.

I am a consistent, "hand-on" sales professional who contributes to and supports corporate merchandising programs. I have built strong, effective and loyal relationships with company procurement management for 18 years. A sense of urgency characterizes my sales style. I take great pride in getting things done right the first time around.

My Resume provides more details, but some highlights of my experience include the following:

- Launching new products and programs to increase market value, consistently exceeding sales quotas.
- Strong relationship building, motivation, and sales training experience.
- Veteran of developing sales and marketing strategies for multi-channel B2B companies and start-ups.

My objective is to obtain a position where I can apply my talents, energy, and problem-solving expertise to positively impact a company's growth. I am willing to travel and grow territories.

I feel confident that 18 years of experience in the ASI and Wearable Industry will be an important asset for your company. I look forward to meeting with you soon.

Anthony Seaburg

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Corporate Sales Executive

Top-Producing sales executive successful in outselling competition through development of long-term, high-profit client relationships; poised to contribute abundant skills and successful track record to your company.

Professional Profile

- Accomplished senior-level sales representative with consistent history of closing profitable contracts with executive decision-makers in the corporate wearable, screen printing and ASI industry.
- Award-winning achiever whose numerous recognitions attest to exemplary motivation; awards includes 7+ annual 100 Percent Club awards, 4 President Club awards and numerous sales representative awards.
- Generation \$ 800,000 in gross sales yearly.

Areas of Expertise

- Account Management
- Strategic Alliance
- New Business Development
- Contract Negotiations
- Profit Maximization
- Distribution Management
- Niche Markets
- Sales Forecasting
- Sales Team Management
- Creative Sales Solution

Professional Experience:

National Sales Director, String Theory Marketing & Apparel, Hollywood, FL 2010 to 2016

- Trained 12 Sales representatives of a \$3 million dollar Marketing and Apparel distributor, Sales increased by an average of 46% after 6 months.
- This company increased sales by \$ 441,000 the first year and cut selling cost by 4% at the same time.
- Certified Sandler Sales Systems Trainer.
- Developed a National account base spanning both coast.

Sales Director, Sun Promotional Products, Brooklyn, NY

2001 to 2010

- Managed 20 Account Executives and 6 Business Development Executives.
- Established alliances with C-level decision makers.
- Revitalized new products and programs to assist client marketing growth.

Business Development Executive, N.G. Slater Inc., Manhattan, NY

1997 to 2001

- Developed solid sales leads for sales team.
- Prepared proposals and contract for new and prospective clients.
- Championed creative marketing indicatives.

Education:

State University of New York

B.A. Business Administration

Rensselaer Polytechnic Institute

B.S. Civil Engineering

Rensselaer Polytechnic Institute

E.M.B.A Executive Master of Business

Sales Training:

Sandler Sales Institute

President's Club / Trainer