

Michael Lambert
8 Tudor Road
Needham, MA 02492
Cell: (781) 223-3114
Email: mjl1960@comcast.net

Professional Summary:

Talented sales professional who effectively multi-tasks and balances customer needs with company demands. Effectively builds loyalty and long-term relationships with customers, while consistently reaching sales targets. Exceptional Key Account Manager who achieves annual sales objectives and increases overall customer base.

Core Qualifications:

<ul style="list-style-type: none">• Extensive knowledge of promotional markets' distributors in the Northeast.• Excellent relationships with top distributor sales professionals.• Consistently exceeds sales projected forecast.• New York and New England market territories.	<ul style="list-style-type: none">• Autonomous worker who takes direction well and works efficiently.• National Account Management experience.• Exceptional networker and closer.• MAC and PC proficient.• Training of distributors' sales teams.
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Professional Experience:

Northeast Sales Manager *2016-2017*
MAC Specialties, LTD
Oceanside, NY

Responsible for rebuilding and growing distributor sales volume in sports-related products. Challenged to create demand for a product line with limited penetration within Northeast Promotional Markets territory.

Key Account Manager *2008-2015*
HIT Promotional Products
Largo, FL

Moved to HIT Promotional Products in 2008. Responsible for growing the Northeast region from less than \$3MM to more than \$14MM in 2015. Established new business with non-traditional Promotional Product Distributors. Print and Office Product channels. Sales growth in 2014 exceeded 45% as a result of this effort. Named Key Account Manager in December of 2014.

National Account Manager *2000-2008*
3M Company
Saint Paul, MN

Accepted an opportunity in 3M's Promotional Markets Division focused on Pharmaceutical Industry; generated growth from \$5MM to \$19MM over 8 years. Key Account Manager for Scotch and Post-It branded products sold to Staples Retail; Point person for 13 divisional marketing teams. Generated sales increase from \$3MM to \$175MM over 9 years.

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Education:

Norwich University: Business Administration
Northfield, VT
Bachelor of Science