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CAREER SUMMARY

Territory Sales Manager with 10+ years in the Promotional Products Industry.

EXPERIENCE

SHOWDOWN DISPLAYS / CREATIVE BANNER Minnesota 2014 - 2017

<https://showdowndisplays.com/>

Award Winning Signage Supplier selling via an approved distributor base

Territory Sales Manager

Increased contact base in the territory from 500 to 800+

Increased Sales via meetings, email blasts and specials.

Instilled confidence in the product and services provided.

PRIME RESOURCES Connecticut 2006 - 2014

<http://primeline.com/index.aspx>

Award Winning Top 40 Supplier of Promotional Products selling via an approved distributor base.

Territory Sales Manager

Met consistently with Distributors in the FL/MS/AL & Caribbean Markets.

Increased line awareness and instilled confidence in the products/services provided.

Increased sales the 1st year by almost 18%

Increased sales the 2nd year by almost 40%

Created Distributor contests to drive sales

Directed graphics dept in the creation of custom sales flyers targeting specific buyers needs.

Brokered special pricing for top accounts that proved to be loyal to the line.

Resolved the occasional complaints.

KEY ACCOMPLISHMENTS/AWARDS

Increased Sales by motivating Sales Associates to show their clients new products/services.

Increased number of distributors in the territory.

Fostered greater line/product awareness.

2005 Supplier Rep of the Year - Promotional Products Association of Florida

2000 Supplier Rep of the Year - Gold Coast Promotional Products Association

1999 Supplier Rep of the Year - Gold Coast Promotional Products Association

1998 - Outstanding Sales Achievement Award - Multiline Marketing Group

EDUCATION AND SALES TRAINING

BASI, Salesforce(CRM), Mobil1(CRM for the field)

PROFESSIONAL ASSOCIATIONS

CASA: Caribbean Advertising Specialty Association(Director 3 years)

GCPPA: Gold Coast Promotional Products Association(Director 3 years)

PPAF: Promotional Products Association of Florida(Director 2 years)

ACTIVITIES

Volunteer Susan G Komen Race for the Cure
Family Time
Physical Fitness
Tennis
Acoustic Guitar