

RICH ANNINO

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I have almost 30 years of experience as a Territory Account Manager/Sales Rep. in the wholesale sports apparel industry with contacts throughout the northeast specializing in decorators (screenprint/embroidery), sporting goods dealers and promotional products distributors.

EXPERIENCE

NOVEMBER 2003 – JULY 2019

TERRITORY ACCOUNT MANAGER, AUGUSTA SPORTSWEAR BRANDS

Covering all of New England with an emphasis on the Boston metropolitan area. Responsibilities included product presentations, reviewing applicable programs, tailoring some programs to the needs of the account and displaying at industry trade shows.

JANUARY 2003 – OCTOBER 2003

CONTRACT DECORATION MANAGER, MSP SCREENPRINTING

In charge of growing the contract decoration division. Responsibilities included finding new accounts in the promotional products industry, sporting goods industry and smaller decorators.

JANUARY 1998 – JULY 2002

TERRITORY ACCOUNT MANAGER (NEW ENGLAND), BRODER BROS.

Responsibilities included product presentations, reviewing applicable programs, and displaying at industry trade shows. More than tripled sales (\$5 million to \$16 million) within the first 3 years.

MAY 1990 – JANUARY 1998

OUTSIDE SALES REPRESENTATIVE, NES CLOTHING COMPANY

First ever outside sales rep. for a wholesale sportswear distributor in New England. Helped build annual sales from \$3 million to \$93 million. Responsibilities included opening new accounts, product presentations, working on large orders/programs and displaying at industry trade shows.

EDUCATION

1984-1990

ECONOMICS, FLORIDA STATE UNIVERSITY

SKILLS

- Extensive knowledge of apparel design, construction and manufacturing
- Experienced in booking programs and custom manufacturing

- Strong relationships with accounts throughout the Northeast