

SALES MANAGER

Dynamic, experienced professional seeking a sales leadership position across broad national or international industries. Specifically looking to grow revenues and increase market share in client-facing environments. Repeated victories in directing field organizations into high performing teams. Personable and professional with a history of winning in managing key account relationships. Extensive business travel welcomed. MBA.

ACCOMPLISHMENTS

- Instituted confidence, training, and morale-building techniques into a non-performing sales region taking it from worst to best. Requested to replicate strategy in other regions successfully.
- Awarded for Brand Standards Excellence in distributor and company operated channels.
- Negotiated and closed six transactions as Co-Brand Food Manager.
- Cited as the #1 performing Regional Manager based on sales, percentage increases, and improved profit for eastern US.
- Successfully recruited and retained sales staff through effective leadership techniques including team meetings and motivational practices.

PROFESSIONAL EXPERIENCE

Owner/Investor, GREAT CLIPS INC., (Franchise Operations) 2004 to 2009

- \$1M Hair Care Salon Franchise, Minneapolis, MN
- Transitioned company to a management team in 04/09.
- Developed operations to independently manage 3 salons.
- Provided vision, financial input and leadership to increase business over 50% in 4 years.
- Managed operations, marketing, training, recruiting, customer service and HR function.

North American Sales Manager, 2006 - 2007 (Reported directly to Company Founder/CEO)

WESTECH AEROSOL CORPORATION, (Chemicals, Construction) Port Orchard, WA

Managed Budget of \$3MM and Supervised Staff of 8

- Increased sales force by 50% to serve the market more strategically resulting in a 42% sales increase.
- Established sales opportunities internationally resulting in \$1.8 MM through prospecting, presentations and closing key customers specific to this industry.
- Instituted structure, order, and morale in unstable sales force resulting in retention and increased revenue.
- Developed and maintained key customer relationships, including global customers Richelieu, Wuerth and Springfield Paper, results exceeding \$1 MM per year.
- Worked strategically with product distributors such as Fastenal and W.W.Grainger for double-digit market share increase.

Regional Sales Manager, 2002 - 2005

NATIONAL TOBACCO COMPANY, (CPG) Louisville, KY

Managed Budget of \$42MM and Managed Staff of 24

- #1 Ranked Regional Manager for three consecutive years achieving annual growth rate of over 8%.
- Generated \$45 MM through management and leadership initiatives in two regions.
- Increased company revenues through offering discounted pricing to trade show attendees generating \$750,000.
- Boosted market share 28% within two years and product/service recognition by implementing innovative marketing program.

District Sales Manager / Franchise Consultant, 1997 - 2002

MOTIVA ENTERPRISES, LLC, Mount Laurel, NJ (Shell Oil and Texaco Joint Venture)

Managed Budget of \$50MM

- Increased Bulk Oil sales to independent dealers 15% for 2 year period.
- Improved all facets of 15 retail locations; maintained \$200M/revenues with full P&L responsibility.
- Realized 18% (\$2.3MM) profit increase on gasoline through launching strategic revenue growth plan.
- Managed branded dealer gasoline operations for Shell Oil in the New Jersey commercial market resulting in increased sales and margins.
- Increased fuel supply sales 23% to independent dealers at Texaco.

Major Accounts Representative, 1995 - 1997

PHILADELPHIA GAS WORKS, (Natural Gas) Philadelphia, PA

Managed Budget of \$3.5MM

- Spearheaded long-term gas supply contracts with large city entities such as Temple University, Philadelphia International Airport, Comcast Inc., Misericordia Hospital, Blue Cross/Blue Shield, and The Franklin Mint.
- Expanded client base by \$3 MM through implementing a client service program that generated a 22% sales increase.
- Increased targeted Commercial Account base in Philadelphia by 20% each year.

District Manager, 1990 - 1995

SUN OIL COMPANY, (Oil & Gas) Philadelphia, PA

Led Staff of 15

- Expanded territory of Sunoco-branded dealer operations from 11 - 15 sites.
- Played key role as Business Advisor for dealer-operated locations; conducted site-rental and supply contract negotiations to reduce costs by 28%.
- Increased sales 17% by establishing improvement forums (franchisee communication/feedback sessions).

EDUCATION

DREXEL UNIVERSITY, Philadelphia, PA - Master of Business Administration

PURDUE UNIVERSITY, West Lafayette, IN - Bachelor of Science, Mechanical Engineering Technology