

## **Sales / Sales Management**

### **Summary**

Account and Business Development Manager/Sales Manager equipped with expansive sales and sales management experience. Proven record of accomplishment in driving volume and consistently exceeding planned results growth, obtaining and building customer relationships, vendor partnering and new business development. Emphasis on organization, communication, goal achievement, industry networking and continuing education to drive bottom line profitability and results.

### **Experience**

#### ***PRECISION TOWER PRODUCTS, Delaware Ohio***

A startup manufacturing company (less than 2 years old) which is a division of Skyclimber Tower that sells custom steel products and solutions to the telecom industry.

##### **National Sales Manager**

2015-2016

Reported directly to owners of the company and was responsible for sales efforts nationwide of Precision Tower custom steel products primarily to tower contractors and Crown Castle International.

- Utilizing Quickbase CRM increased our total customer count from **53 to 220**.
- Built solid relationships with new customers resulting in repeat sales of our proprietary monopole reinforcement bolt as well as custom steel fabrication work.
- Consistently exceeded established management business objectives.
- Heavily involved in the development of the company's first real products brochures, provided input to implement needed improvements to the company website and also designed and distributed promotional items to help build brand association and improve market penetration.
- Provided consistent hard data and competitor information to management which was then utilized to and alter our sales strategy to be much more competitive in the marketplace resulting in increased sales opportunities.

#### ***PCTEL Bloomingdale, IL***

Industry leading private antenna manufacturer that designs and delivers performance-critical antennas and site solutions for wireless networks globally.

##### **Strategic Account Manager**

2014-2015

High visibility strategic account position focusing on value-added solutions for US top tier cellular carriers primarily Verizon but also T-Mobile and AT&T Wireless as well as supporting our drop ship business for customers across several key vertical markets. Heavy emphasis on new business development and acquiring new customers. Plan and execute sales strategies largely self driven targeting potential growth opportunities. Due to the nature of the position and the varied locations of the account base often traveled the United States making presentations along with support personnel.

- Grew the Verizon account and our drop ship business over **\$1.0 million** the first year.
- Positively affected the company bottom line by eliminating over **\$240K** in dead inventory.
- Uncovered, mapped and obtained high level meetings with Verizon contacts in a number of geographic markets.
- Products sold primarily were bundled in small cell "kits" including PCTEL GPS antennas, Polyphaser Transtector surge protection, Raycap boxes from Radio Frequency Systems (RFS), Times Cable LMR jumpers, Charles Industries cabinets, Burdy lugs, splitters, primary wire among other peripheral devices
- Maintained, updated and helped improve customer relationship manager database (ZOHO)
- Acquired new business and despite a tough year for the company had a respectable finish to my personal plan for 2014.

- Effectively utilized company resources across many departments to drive sales forward.
- Worked in conjunction with major OEM manufacturers such as Commscope, Radio Frequency Systems and Polyphaser as well as distributors such as TALLEY, TESCO and HUTTON Communications.

### **Hutton Communications Inc. Joliet, IL**

Telecommunication sales professional for the second largest private communications distribution company in North America with over \$100 million in annual sales.

#### **Business Development Manager- Mid/West Central**

1998 -2014

Responsible for account growth, revenue and gross margin targets of established base as well as new business development of major accounts in a large geographic region in a fast-paced rapidly changing environment.

- Responsible for sales and account development in 16 states including: ND, SD, NE, KS, MN, IA, MO, WI, IL, OH, KY, MI, WY, CO.
- Consistently increased my territory sales volume finishing my tenure at **\$7.5 million** a year while at the same time increasing my gross profit margins as well as my client base. Reached or exceeded assigned budget goals for 15 years in a row.
- Responsibilities involved calling on tower contractors, value added resellers, system integrators, utility companies, self-maintained end users, system integrators, state and federal government with a heavy emphasis on carriers such as Verizon, AT&T, SBA, US Cellular, MetroPCS, Dobson Cellular, Midwest Wireless, Iowa Wireless, Alltel, First Cellular and a host of others.
- Independent, self-motivated, hard-working, driven to succeed. Achieved prestigious **Presidents 125% Club** for outstanding budget achievement of **25%** over quota and excellence in the workplace.
- Worked directly in a consultative sales partnership with over 125 manufacturers such as Andrew/CommScope, Radio Frequency Systems (RFS), PPC Connectors, Kathrein Scala, MTS, Polyphaser, Huber+Suhner, Roxtec, Exalt, Radwin and many others.
- Products sold include coaxial cable, elliptical waveguide and fiber cable, connectors, accessories, jumpers, lightning protection, grounding, tower steel, microwave components including antennas, radios, steel components and accessories and more.
- Strengthened and expanded current customer relationships, sought and obtained new clients, worked closely with vendors and internal staff to increase opportunities funnel and close business.
- Planned and conducted product presentations for corporate buyers and technical staff; assisted in trade show presentations and trained customers in product lines.
- Utilized business application vehicles such as PowerPoint, Excel, Microsoft Office, and ACT! , JD Edwards as well as using the resources of the internet to enhance sales activity levels and provide valuable feedback directly to upper management.
- Served on several committees giving input and helping restructure the organization and help others adapt to changes.

### **American Paging, A division of Telephone and Data Systems Inc. Oakbrook, IL**

1996 -1998

One of the top paging companies in the United States with sales of over \$60 million and a division of TDS, US Cellular and Ariel Communications.

#### **Sales Manager- Chicago Central Region**

Management responsibility for 10 sales representatives; recruited, interviewed, hired, trained and enhanced sales staff when required. Consistently grew revenue and profits through aggressive cold calling telemarketing and persistent follow-up and relationship focused account management. Provided new item and sales process training. Monitored adherence to company guidelines and wrote procedural manuals. Light profit and loss responsibility.

- Grew sales **9%** the first year and increased to **21%** the second year respectively exceeding team planned forecasts. Consistently one of the highest performing regions in the company.
- Completed various voluntary computer training courses as well as several sales management seminars.
- Standardized training, developed and documented new procedures which initiated updated POS materials also helped create new sales brochures.
- Managed both the direct (business to business) and indirect (reseller) sales teams.

**Kellogg's/Keebler Company** Elmhurst, IL

District manager for a \$1.1 billion fortune 500 manufacturer of premium food products. Promoted internally from territory sales representative to district manager.

1986 -1996

**District Manager- Chicago Zone**

- Received the Chicago sales representative of the year award in for attaining **112.8%** of the annual sales goal. Nationally ranked in top **5%** of district managers in the entire company.
- Hired trained and replaced when necessary a group of 11 employees. Responsible for **35%** of sales/margin targets which was the largest budget in the Chicago zone. Produced detailed sales projections and negotiated contracts with key retail accounts including Dominick's (Safeway), Jewel (Albertsons) and Cub Foods. Assigned sales quotas, developed and administered expense budgets, employee reviews and developmental plans. Carried moderate profit and loss responsibilities.
- Consistently met and exceeded quarterly and yearly sales goals as an individual as well as a team.

**Education*****Bachelor's Degree, Economics*** 1986

Northern Illinois University, DeKalb, IL

**Professional Training**

Hutton University- Sales Training Skills  
Hutton Technical Product Training  
American Paging Business Efficacy Selling Skills  
Keebler/Kellogg's -PSS (Professional Selling Skills)  
Time Management for Managers  
Effectively Managing Sales Teams & Effective Teams