

Name

1604 E. Willow, City, ST Zip
800-867-5309
email@gmail.com

Profile

Forty years of Sales, Marketing and Training experience in multiple positions in the metal building industry. Mission orientated. Experienced in making cold calls and developing business with national firms and local builder/contractors.

Key strengths include:

- Redevelopment of stagnant markets
- Recruitment of new builders and builder training
- Training District Managers
- Territory analysis
- Development and execution of marketing plans
- Development and coordination of national sales meetings
- Development of relationships with architects, engineers and large general contractors

Professional Employment History

Company Building Systems 1988 – 2009

Builder Development Manager –Developed builder training programs, trained district managers and assisted in builder recruitment.

VP/Marketing – Responsible for marketing activities in four regions. Created new user-friendly manuals for computer pricing program. Developed new line of company brochures. Coordinated national sales meeting with 900 attendees.

National Account Manager – Developed new business primarily with trucking and distribution firms. Succeeded in getting company approved to bid FedEx projects and sold 12 projects in 3 years. Exclusive sales representative for 17 projects for Swift Transportation.

Chief Industries 1983 - 1988

Builder Development Manager –Created and presented builder training courses. Coordinated builder recruitment assistance and national builder sales meetings.

Construction Company, City, ST 1986 – 1988

Sales Representative – Responsible for metal building sales.

Company Building Systems 1984 - 1986

OEM Sales Manager – Sold standing seam roof systems to metal building companies without standing seam roof product line.

Integrated Building Systems – City, ST 1982 - 1984

Sales Representative – Responsible for metal building sales.

American Building Company

1977 - 1982

District Manager – Illinois and Southern Wisconsin – Developed stagnant territory from \$638,000 in sales to \$3.2 million

Varco-Pruden

1969 - 1977

Corporate Training manager, Memphis, TN – Created four individual builder training seminars. Presented 22 seminars per year.

Builder Development Manager – Kernersville, NC – Responsible for builder training. Home territory district manager – Redeveloped sales territory. Increased sales by 200%.

District Manager – Alabama – Recruited new builders and serviced existing builders. Increased sales by 300 %.

Education

Ouachita Baptist University

Military

U. S. Army Reserves - Sergeant