
CAREER FOCUS

Sales Operations or Sales Management position with responsibility for achieving company business development, revenue growth and market position objectives.

SALES AND GENERAL MANAGEMENT QUALIFICATIONS

- Business-to-business and executive level sales.
- Key account acquisition, management and retention.
- Multi-site distributor and dealer account management.
- Sales and service staff training, development and motivation.
- Product merchandising and inventory control.
- Budget, expense, and profit and loss management.
- MS Office platforms, SalesTracker software and Internet navigation.

PROFESSIONAL EXPERIENCE

SAFEGUARD PEST CONTROL Nashville, TN

General Manager

2006 – present

- Conduct branch operations for \$24 million pest and termite control company.
- Increase customer base from 3100 to over 6600 within four months.
- Recruit, interview, hire and evaluate performance of sales reps, service technicians and office staff.
- Conduct sales and service training meetings for eight sales reps and 14 service technicians.
- Supervise four office staff in data entry, accounts receivable and accounts payable.
- Maintain 14 vehicles and related service equipment.
- Ordered office supply and chemical inventories.
- # 1 performing branch in nation among 16 offices.

HONORGUARD PEST MANAGEMENT SERVICES, Nashville, TN

Commercial Sales Manager

2004 – 2006

- Developed sales, service and marketing strategies for start-up pest control company.
- Introduced company into 5 markets in Tennessee and 1 in Kentucky.
- Trained and motivated four sales reps.
- Increased commercial sales from \$0 to over \$400,000 in two years.
- Recognized for the largest partnership sale of \$60,000 in company history.

TERMINIX INTERNATIONAL, Nashville, TN

Commercial Account Manager

2001 – 2004

- Responsible for pest and termite control lead generation and business development for three offices.
- Sold high profile service contracts including the AmSouth Amphitheater and Gaylord Entertainment Center.
- # 4 in nation, 2002.
- # 1 in region, 2003.

ORKIN EXTERMINATING COMPANY, Nashville, TN

Branch Account Manager

1999 – 2001

- Responsible for pest and termite control lead generation and business development for three offices.
- Secured high profile service contracts including the Nashville Super Speedway and Nashville Sounds Baseball Club.
- # 1 in region, 2000.

AMERICAN PROTECTIVE SERVICES, Nashville, TN

Business Development Manager

1998 – 1999

- Sold and wrote unarmed contract security service protocol for the NFL's Tennessee Titans' corporate offices, training facilities and The Coliseum.
- Exceeded sales quota by 51%.

NATIONAL LINEN SERVICE, Nashville, TN

Sales Representative

1997 – 1998

- Sold rental uniforms, dining linens, restroom and maintenance supplies to physician offices, restaurants, hotels and other target industries.
- Exceeded sales quota by 26%.

K & S INDUSTRIAL SERVICES, Nashville, TN

Sales Representative

1995 – 1997

- Executed sales, service and inventory control strategies for electrical, electronic and motorized capital equipment production assets with automotive and industrial manufacturers.
- Opened 46 accounts in Tennessee and Kentucky within one year.
- Sold a \$300,000 national account contract to an auto parts manufacturer.
- Secured a \$20,000 blanket purchase order contract with an appliance manufacturer.

GOODYEAR TIRE & RUBBER COMPANY, Nashville, TN

Territory Sales Manager

1988 – 1995

- Developed, implemented and monitored territory action plans and business growth programs for automotive product distributors in six states.
- Conducted quarterly and annual sales and product training meetings for distributor and dealer personnel.
- Negotiated franchise brand loyalty program for five distributor and 60 dealer accounts increasing sales from \$180,000 to \$400,000 within 18 months.
- # 1 in nation for largest percent sales increase of original equipment products, 1994.
- # 1 in nation with highest percent increase of new product sales, 1990.

WURTH COMPANY, Knoxville, TN

Sales Representative

1987 – 1988

- Grew sales of original equipment and aftermarket automotive products more than \$96,000 for 200 customers in three states within one year.
- # 1 in nation earning Salesman of the Month, January, 1988.

ORGANIZATIONAL VALUE

- Strong desire for immediate results.
- Persistent in follow-up and job completion.
- Objective and comprehensive in problem-solving.
- Highly organized, decisive leader and competitor.
- Sensitive to time management and responsive to crisis and change.
- Recognized for reliability and getting the job done through a strong work ethic.

EDUCATION

B. A., University of Tennessee, Knoxville, TN 1985. Graduated with Honors in Political Science