
Sales Consultant • Account Executive • Sales Manager • Channel Management

Passionate Sales Leader

Accomplished Sales Leader and Consultant with proven ability to secure target clientele, enhance corporate profitability and achieve customer driven objectives. Consultative sales style garnering loyalty, repeat business and solid pre-sold referrals. Energetic and enthusiastic sales leadership to motivate, instruct and assist sales team and customers achieve success. Persuasive and effective communicator who can comfortably interact and open dialogue with professionals on all levels.

Loyalty Based Leadership

Passionate about creating value through people, to build brand loyalty, raise morale, increase performance, quality and profitability. Uniquely qualified in facilitating the creation and implementation of a comprehensive business culture focused on customer satisfaction, integrity, teamwork and excellence. Collaborative leadership to motivate team members, foster innovation and encourage creative thinking. Cultivate high performance team through matching individual strengths to the task. Create an atmosphere of empowerment through encouraging a sense of ownership for our mutual success.

Strategic Innovator

Combines proactive strategic planning and dynamic, flexible, leadership to achieve goals in highly competitive and fluid marketplace. Strong ability to analyze, streamline and fashion processes to improve efficiency and increase bottom line profitability. Resolves all challenges and conflicts through resourceful and collaborative ideation.

Dedicated Customer Service Provider

Communicates expectations at outset to clarify our commitments and avoid misperceptions. Engaging listener experienced at perceiving and anticipating customer needs, to create enhanced value for products and services. Employs follow up as a means of conflict prevention and sales generation. Honored with numerous awards for exceptional customer service to both internal and external customers. Effective at bringing all departments together and operating as one team.

Professional Experience

Sr. Sales and Account Executive

Progressive Home, Las Vegas

May 2003– March 2009

- Required to generate sales in the low voltage/systems integration field and grow business from launch date and continue to increase sales year over year. Received awards for top sales production in the company in each of the years from 2003 through 2008.
- Lead Design Consultant on a team that was involved in high end selling of technology based options in over 5,000 new homes in the Las Vegas market which over the past six years generated close to \$50 million dollars in revenue for the company.
- Developed architectural floor plans for each client for installation purpose and client knowledge.
- Created package based pricing that could be used in the fast changing technology environment.
- Use of continued relationship building with the clients through the entire design and construction process. This consisted of initial consultation to determine lifestyle desired, selection and sale of items, project management, and final walk and demonstration of the technologies in the home or business.
- Responsible and involved in all the financing that was needed in the transaction from initial deposits, progress payments, and working with lenders. It was essential to provide all needed documentation to mortgage companies and title companies to ensure that proper funding of the project took place.
- Weekly reports generated for view by the President of the company to show all current and future sales projections using Microsoft office suite.

- Responsible for project management with the construction team which included weekly meetings and project site walks with construction foreman for quality assurance on the project.
- Collaborated and maintained relationships with local area production builders and custom builders.
- Launched a second location in Denver, CO. Involved in aspects of studio set. Lead sales trainer for that location both on site and via video conference.
- Continued and maintained client relations over the six year period as their technology needs have changed and evolved.
- Extensive product knowledge in the technology arena: home automation, surveillance, distributed audio, high definition platforms, distributed internet, and structured wiring.

Sales Manager / Consultant: Audio & Video

Ultimate Electronics, Las Vegas
2003

July 1997 – May

- Managed audio and video sales staff, responsible for scheduling, quotas, and reports to general manager.
- Generated retail sales of over a million dollars each year in consumer electronics on a commission based structure which ranked me in the top 10 percent in this national company.
- Recognized by the company with sales awards presented at corporate office in Denver, Co.
- Specialized in selling higher end audio systems with products from Krell to Martin Logan.
- Helped organize and promote the launch demonstration of an HDTV set, presented by Panasonic in 1997.

Commercial Collections Account Executive

Graybill, Greiner, & Wolff, Cleveland, OH

July 1995 – June 1997

- Responsible for handling commercial accounts to collect on lost receivables. .
- Required continuing relationships with client to track down essential documentation to validate debt due.
- Called upon accounts and dealt via phone and follow up with accounts payables.
- Used sales techniques to expedite the payment of debt to our office.

Sales Consultant

Sun TV & Appliance, Akron, OH

1993-1995

- Closed retail sales of consumer electronics and appliances in a fast paced retail environment.
- Commission based environment.

Entrepreneur / Business Owner

Hocus Entertainment, Akron, OH

1990-1993

- Owned and operated 2,500 square foot video store.
- Developed increase business through advertising ideas and marketing concepts.
- General Manager of store, responsible for all tasks associated with operations.
- Obtained overall knowledge needed to be a business owner through hands on experience with banking, payroll, accountants, business development, and general business practices.

Education

- University of Akron, Business Administration, Marketing

1988-1992