

▼ PROFILE

- Highly skilled, results-oriented sales and management professional with 20 years of leadership experience driving high profile programs and initiatives encompassing:
 - Business Development
 - Key Account Management
 - Customer Relationship Management
 - Channels of Distribution
 - Territory Management
 - Lead Generation
 - Cold Calling & Prospecting
 - New Product Launches
 - Value Aided Services
 - Customer Service & Support
 - Sales Presentations
 - Trade Shows & Events
 - Training & Development
- Consistently achieved target goals, enhanced processes and procedures, and designed custom solutions to meet strict customer requirements.
- Catalyst in implementing positive change; implementing emerging technologies; and establishing performance measurement, tracking, and reporting mechanisms.
- Outstanding communicator and negotiator with the ability to influence key decision-makers and close high volume deals.
- Closed sales of \$500,000+ and managed accounts generating \$4+ million in annual sales while maintaining high profitability levels.
- Excellent problem solving, decision-making, planning, critical thinking, technical, organizational, analytical, presentation, closing, and leadership skills.

▼ PROFESSIONAL EXPERIENCE

General Manager / Sales Manager

MOBILE PLATFORM STRATEGIES, Haverhill, MA & Pelham, NH 2012 - 2014

A start up company specializing in mobile web sites and hosting services.

- Led local start up of a company promoting mobile hosting solutions and emerging mobile technologies.
- Engaged in an aggressive lead generation, cold calling, sales presentation, and follow up campaign.
- Evangelized product features and benefits including much higher rankings for mobile search applications.
- Educated commercial businesses on current and future trends in technology, mobile connectivity, and website functionality.

Sales Representative

NORTHEAST RESTORATION & SUPPLY, Hudson, NH 2011 - 2012

A multi-million dollar cleaning equipment sales, installation, and service company.

- Sold industrial vacuums and commercial cleaning equipment to hundreds of accounts in the Northern New England region.
- Closed equipment sales worth up to \$100,000. Serviced institutional, academic, and municipal accounts.
- Up sold accounts to purchase additional cleaning equipment, supplies, disposables, parts, and service plans.

Sales Engineer

INNOVATIVE VACUUM SOLUTIONS, INC., Pelham, NH 2010 - 2011

A \$5 million sales and service organization specializing in commercial vacuum pumps.

- Promote vacuum pumps and technologies including complete rebuilds and support to national and New England-based accounts.
- Built account base to 300+ accounts generating \$2+ million in annual sales for remanufacturing equipment, parts, and service.
- Specialized in targeting and managing accounts in medical, research, aeronautical, and semiconductor industries.
- Managed accounts of up to \$100,000 including M.I.T. Lincoln Labs, Pfizer, BAE Systems, Analog Devices, Raytheon, and St. Gobain.
- Negotiated contract terms and agreements and closed up to 60 deals per month. Consistently achieved or exceeded sales goals.
- Established preventative maintenance and parts and spares programs.

Northern New England Regional Sales Manager

MOTOFINO USA, INC., Augusta, GA 2008 - 2010

A multi-million dollar distributor of high quality motorized scooters imported from China.

- Spearheaded regional market start up and company entrée into the highly competitive New England region.
- Set up dealer sales channel and negotiated consignment contracts.
- Conducted extensive market research, competitive analysis, and due diligence to select optimum sales locations.
- Developed a mobile showroom and promoted durable scooter line.
- Aided in development and distribution of marketing materials, sales literature, joint advertising campaigns, and signage.
- Prepared for and attended numerous regional and national trade shows.

▼ **EDUCATION**

Pursued a B.S. degree in
Business Management
NORTHEASTERN UNIVERSITY,
Boston, MA

▼ **ADDITIONAL**

- Member, Massachusetts
Technology Leadership
Council
- Mobile Mondays Program,
Business Networking
International

▼ **PROFESSIONAL EXPERIENCE (CONTINUED)**

Sales Support & Configuration Specialist

SUN MICROSYSTEMS, Burlington, MA

2006 - 2008

The multi-billion financial services sales branch of a FORTUNE 500 computer company.

- Served on a 5-person key account management team and interfaced with sales, engineering, development, and support personnel.
- Supported 10-12 major accounts including Merrill Lynch, Lehman Brothers, Goldman Sachs, and the New York Stock Exchange.
- Designed and configured custom, high end storage centers and server solutions worth up to \$50 million.
- Developed up to 15 detailed quotes and specifications per day involving multi-vendor equipment solutions.
- Consistently met or exceed performance goals and delivery timelines.
- Aided in rapid growth in Greater New York and New England regions.

Sales Representative

SEEDTREE EXOTIC WOODS, Hampstead, NH

2002 - 2006

A leading supplier of South American hardwoods.

- Built a base of top domestic and international importers for the sale of containers of South American hardwoods.
- Coordinated planning, participation, support, and execution of a total of 75+ domestic and international trade shows.
- Headed 2 successful product line launches and expansion to \$2+ million in annual revenue.
- Led entry into distribution and retail markets and drove growth within 30 retail organizations. Created customer training programs.
- Implemented and trained sales force on ACT! for sales tracking, account management, forecasting, site reporting, and analysis.
- Expanded indirect sales channel, recruited new distributors, and implemented a quality field service support program.

North American Sales Representative

JJA / GOULD ELECTRONICS, INC., Hampstead, NH

1997 - 2002

A \$225 million printed circuit board materials division of Nikko Materials USA.

- Spearheaded new foil line introduction throughout North America including product introduction, testing, qualification, and implementation.
- Built account base to 60+ accounts with high customer satisfaction levels after customers realized a 20-35% cost savings.
- Contributed to rapid growth of the foil product line, expanding from 30 to 85 employees and \$8 million to \$56 million in revenue.
- Rolled out product training for 50+ distributor sales personnel.

Sales Representative

SURFACE MOUNT DISTRIBUTION, Woburn, MA

1994 - 1997

An electronic components distributor with \$27 million in annual sales.

- Led East Coast regional expansion, landing 200+ new accounts generating \$3.2 million in annual sales.
- Participated in the process of recruitment, hiring and training of new inside and outside sales representatives.
- Developed strategic plans with suppliers to increase market share, create "value add" services, and meet specific customer requirements.
- Attended annual supplier conferences to deliver high profile sales presentations to develop corporate level partnerships.