

Brad Bennett

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Sales Experience	Experience
Government Sales	10 Years
Business Sales	20 Years

Professional Experience

JLM Wholesale Account Executive

Jan '18 – Present

- Territory - Arizona, Colorado, Idaho, Iowa, Kansas, Missouri, Montana, Nebraska, New Mexico, Nevada, Oklahoma, Oregon, Utah, Washington, and Wyoming.
- Grow and manage all accounts.
- Establish and grow new business.
- Maintain relationships with all contacts.
- Consistently hit monthly and quarterly sales quotas.

Aramark Uniform Company Mountain Region Direct Sales Manager

Oct '11 – Jan '18

- Oversee all new direct sales opportunities for 8 states.
- Manage 3 Market Centers (Denver, Phoenix, and Salt Lake City).
- Managed 35 Account Executives and 46 Route Drivers' direct sales opportunities.
- Create uniform programs for companies and custom websites (company online stores).
- Work on all large Government bids for the region.
- Direct weekly conference calls and weekly sales meetings.

Logo Boys, Inc. Regional Sales Executive

Jun '07 – Oct '11

- Sales Territory: Michigan, Indiana, and Ohio.
- Corporate sales of promotional products, screen-printed garments, and embroidered garments.
- Schedule weekly prospecting activities for the company.
- Analyze customers' needs and meet those needs via proposals, negotiations, and business contracts
- Trade show and event organizer.
- Online marketing director.
- Update business plans on a monthly and quarterly basis.

Austin Inc. Sales Manager

Jun '95 – Jun '07

- Corporate sales of promotional products and embroidered apparel.
- Over 300 major clients set up and managed over 10 years.
- Continued growth in sales abilities, industry development, and time management.
- Constant dials and cold calls every week to generate new business.

- Trade show and event organizer.

Education

Western Michigan University – Jun '95
Business Communications

Kellogg Community College – Jun '91
Business Administration