

# Brian Palombo

Longmont, CO 80503

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303-775-0721

## Work Experience

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### **Territory Sales Manager**

PetroChoice Dynamo LLC; DBA Universal Lubricants - Wichita, KS

January 2014 to November 2019

Duties - Territory Sales Manager, Order Entry, Inventory Management, Quotes, Sales Representative Management, Customer Retention and Growth

### **Wholesale Account Manager**

CSK O'Reilly Auto Parts - Boulder, CO

November 2001 to January 2014

Duties - Wholesale Auto Parts sales, account payments, business relationships, recruiting new customers, managing delivery drivers

### **Assistant Manager**

Advance Auto Part - Longmont, CO

April 2001 to October 2001

opening and closing store, preparing deposits, customer service

### **Head Lot Tech/Sales**

Prestige Chrysler Dodge Suzuki - Longmont, CO

January 2000 to April 2001

in charge of new car deliveries, Lot maintenance, and used car inventory then advanced into Sales/Leasing of new and used vehicles

### **Sales Associate**

Advance Auto Parts - Longmont, CO

April 1999 to December 1999

Duties - Serviced commercial accounts as the Commercial Parts Pro, assisted walk-in customers with parts orders, customer service and check out.

## Education

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### **High school or equivalent in SalesMastery**

Sandler Training

June 2019 to November 2019

CSK O'Reilly Advance Training Program

2001 to 2014

Career Development Center - Longmont, CO  
1997 to 1998

Longmont Senior High School - Longmont, CO  
1994 to 1998

## Skills

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- Crm
- Excel
- Powerpoint
- Microsoft word
- Fast learner
- Problem solver
- Organizational Skills
- B2B
- Sales Experience
- Upselling
- Sales Management
- Order Entry
- Salesforce
- Cold Calling
- Account Management
- Pricing
- Outside Sales

## Additional Information

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### PROFESSIONAL SKILLS:

- Award Winner in Sales • Dependable • Problem Solver
- Salesforce CRM • Self-Motivated • Good with People
- Microsoft Word, Excel, PowerPoint • Fast Learner • Organized
- Vast Knowledge of Automobiles • Outgoing • Quick Learner