

Steven Brookins

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to be an integral part of a successful sales team by employing my leadership, management and technical sales skills and experience.

WORK EXPERIENCE

SALES ACCOUNT MANAGER

Leanin' Tree, Inc - Boulder, CO - February 2010 to April 2013

Responsible for the sales, customer service and management of 1500 customer accounts making a daily minimum of 100 outbound calls to sell new and existing product as well as to advise on sales strategies to increase sales. Achieve a minimum of 100 percent of monthly personal and team goals.

Ø Reached status of National Account Manager

Ø Exceeded - 2011 to 2011

in only 2 months (typically a 3-4 month expectation).

Ø Daily management of over 1800 retail accounts.

Ø Highly efficient at maintaining monthly budgets (freight allowance and return credit allowance).

Ø Responsible for increasing sales by introducing new and seasonal product offerings, upgrading current products, and resupplying current stock as needed.

Ø Frequently sought after by colleagues for sales strategies and other work-related advice.

SALES MANAGER - RMI Laser, L.L.C

Tyco - Lafayette, CO - 2004 to 2007

Initiate a variety of methods to identify, develop and qualify leads and successfully close sales of laser marking systems. Developed and implemented system to identify potential opportunities by SIC codes. Track & manage lead information with Goldmine software. Act as integration go-between with customer and in/out of company integrator. Direct business to business deals with companies such as Tyco, Lexmark, GE Health and Metronic.

SALES ACCOUNT REP

Aspen Laser, Inc - Boulder, CO - 2003 to 2004

Manage existing accounts, solicit office equipment/supply sales from businesses. Field inbound sales calls for up-selling and order placement.

INSTITUTIONAL INSIDE SALES REP

Nautilus/Schwinn - Lafayette, CO - 1999 to 2002

Support field reps covering an 11 state territory. Maintain large corporation accounts (i.e. Bally Total Fitness). Troubleshoot; parts & whole goods orders and tracking; bid/quote calculation and presentation. Utilize ACT & Goldmine database in securing / scheduling new customer appointments for field reps as well as in cold-calling potential customers/facilities to promote & sell new products. Attend local/national trade shows to represent & promote product. Update & distribute sales/marketing literature.

SR. PROGRAM DIRECTOR - Jeffco

YMCA - Lakewood, CO - 1997 to 1999

Direct Staff in sales/promotion/customer service for a membership of 1600 units.

Develop marketing plan for membership sales and promotions.

Oversee annual budget of \$950 K/\$96 K for membership/sports programming.

Train & supervise all front-line staff.

Directed 1999 fund-raising campaign which met goal of \$67 K.

Supervise sports coordinator who provides programming for 4800+ participants.

Part of team which developed / implemented corporate accounts with large companies.

Leanin' Tree Greeting Cards (Boulder, CO)

National Account Manager

Leanin Tree - December 2010

EDUCATION

Bachelor of Science

Colorado State University - Fort Collins, CO

May 1990