

Derek A. Wisenborn

Work experience	<p>October 2017 – Present <u>Pacific Supply</u> Fort Collins CO Outside Sales Representative Responsible for all sales in setting up a brand new branch in Fort Collins, CO. Responsible for meeting sales goals each year and for adding to the overall customer account base each year. All sales calls and customer orders were filtered to me for the entire branch. Responsible for the entire sales process to include job quotations, accessing the necessary sales materials for the contractors, reviewing all orders, order entry, overseeing product delivery and customer communication regarding any delivery related questions. Computer programs included Microsoft Office, SAP & OMS.</p> <p>June 2015 – October 2017 <u>Sun Mountain Door</u> Berthoud, CO National Account Manager Manage national residential, commercial and distributor accounts across the U.S. Closes have also included international sales. Responsible for all aspects of the selling process including cold calling, quoting, follow-ups, closing and post sales management. Specific sales techniques include the ability to sell high-end, custom products that are typically more expensive than other product lines that may be more readily accessible locally. Extensive experience with Microsoft Office, Citrix & CRM programs.</p> <p>February 2014 – May 2015 <u>North American Roofing</u> Denver, CO Corporate Account Manager Manage large scale commercial roofing projects specifically regarding single ply roof replacements and repairs. Responsibilities include cold calling, survey schedule, pre-bid meetings roof assessment, estimating, bidding and proposal presentation. Specifically tasked with calling on Building Envelope Consultants. Became member of RCI, Inc. and attended RCI related functions both locally and nationally. Clientele generally included large corporations with multiple locations across the U.S. Used Microsoft Office, Outlook & CRM Programs</p> <p>July 2004 – February 2014 <u>PetraSlate Tile & Stone</u> Denver, CO Operations Manager Hired for Inside Sales position and promoted to Sales Manager within first five months of hire. Promoted to Operations Manager in December of 2012, which oversaw the Customer Service and Sales departments.</p>
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	<p>Managed Roofing Division, which involved sales of high-end, custom concrete roof tiles, natural slate, clay tiles and other roofing products. Personally sold over \$300,000 in one month in the Roofing Division, which is the single highest sales month in company history. Achieved over 1.7 million in Roofing sales alone in 2007. Managed a customer service position and an outside sales position within the Roofing Division.</p> <p>As a manufacturer's representative of multiple roofing materials throughout the U.S., China, Brazil, France and Spain, I was responsible for all marketing, quoting, architectural presentations and problem-solving for each material line represented.</p> <p>Responsible for closing sales of large residential homes and high-end commercial projects that take anywhere from 1 month to 4 years to close. Called on architects, general contractors and contractors.</p> <p>Initiated and continued to manage a Hardscapes Division. This included being a manufacturer's representative for Rochester Concrete Products as well as selling PetraSlate's natural stone materials.</p> <p>Sold PetraSlate natural stone products including slates, mosaics, and all other offering to Flooring Distributors and retail customers.</p> <p>July 2002 – July 2004 <u>Solomon Lawn Care, LLC</u> Greer, SC Manager</p> <p>Created the business and used various business development techniques to gain new customers. These techniques included cold calling, following up on warm leads and advertising.</p> <p>Maintained all commercial and residential accounts</p> <p>Responsible for all customer relations, including problem-solving</p> <p>October 2000 - July 2002 <u>QuickSign</u> Denver, CO Customer Service Manager, Store Manager</p> <p>Inside and outside sales including bids and cold calls</p> <p>Billing, invoicing, maintaining accounts, home office relations</p> <p>Promoted from Store Manager at the branch store in Arvada to Customer Service Manager at the main store in Denver</p>
Education	<p>1994 – 1996 Bob Jones University Greenville, SC Master of Science in Counseling / Minor in Bible</p> <p>1990-1994 Bob Jones University Greenville, SC Bachelor of Arts in Guidance and Counseling</p>
Summary	<p>I am currently seeking a position which will allow me to use my education and sales skills to further the overall goals of the company. I have extensive experience in both inside and outside sales as well as sales management.</p>