

Donald Picariello

Account Representative

Ludlow, MA

donpic14@gmail.com

413-378-3678

Work Experience

Account Representative

American Solutions for Business - Greenwood, Minnesota

January 2014 to February 2017

Worked as Outside Sales Representative in the Healthcare Industry, servicing the area hospitals with their printing needs with each department. Shared product knowledge with customers while making personal recommendations. Scheduled an average of 20 appointments per week. Collaborated with members of other departments to complete sales transactions. Responded to all customer inquiries in a timely manner. Attended trade shows and sales conferences. Answered customers' questions regarding products, prices and availability.

Account Relationship Manager

Workflowone - Hartford, CT

May 2010 to January 2014

Responsible for acquiring accounts in the healthcare industry. Work closely with clients at hospitals for all the printing needs. Duties include acquire pricing for project, placing order for client, and follow up on delivery, and customer concerns.

Lead Pressman

Quinn/Magna Printing - Enfield, CT

September 2001 to April 2010

Responsible for the supervision and daily operation of six color Mitsubishi Diamond 8 half web. Worked extensively with customers on press checks, to assure final approval of job to be run. Oversee maintenance on press, and schedule repairs as needed. Ordering of all supplies needed for daily operation of press.

Lead Pressman

NorthPrint - West Springfield, MA

January 1992 to October 2001

Responsible for the supervision of all activities relative to the production of 5 Color Harris full size web. Experience with all aspects of production for print. Responsibilities included production control, personnel coverage, ordering of raw materials, and maintenance of the equipment to insure a quality product to the customer. Work aggressively within customer guidelines for quality and delivery.

Outside Sales Representative

BagMan LTD - Granby, CT

July 1988 to December 1991

Responsible for managing existing clients and development of new accounts for custom printed products. Responsible for Western MA and CT. Responsibilities included: targeting and establishing new accounts, product presentation, layout and design of customer orders.

Lead Pressman

Dennison National - Holyoke, MA

January 1979 to May 1988

Responsible for operating a four color perfecting 50" Royal Zenith sheet fed press. These responsibilities involved constant color control; quick and efficient make ready for timely production. Duties included problem solving and rectifying delays to prevent unsatisfactory quality or delivery.

Education

Graphic Arts

Bridgewater Raynham Regional High School Springfield Technical Community College

1976

Additional Information

Skills

Add your skills