

Career Objective:

Accomplished and results oriented National Sales Manager with record of high achievement is seeking a challenging career opportunity where a highly diverse and expertise skill set with strong work ethic can be utilized to achieve company objectives. Providing decisive leadership, proficiency, knowledge and confidence to develop new and dynamic business opportunities, implement fresh sales planning with targeted marketing to increase and enhance top performance in revenue and sales achievement goals.

Chief Industries Inc,

2009-2012

National Sales Manager (Director of Business Development)

- Successfully developed and launched strategic marketing and re-brand effort that redefined the division's direction and was instrumental in the significant and consistent sales growth.
- Spearheaded new innovative key B2B network alliances while broadening existing relationships to create productive and sustainable business partners, increasing network by fifty percent.
- Mentored and cultivated a substantial and highly diverse national sales team with record performance providing a platform for detailed and unique sales plans that were vital to achieving and maintaining solid relationships and sales goals through fourteen states.
- Integrated and supervised SaaS, CRM and Configuration solution software to multiple departments, increasing productivity and department efficiencies.
- Created and restructured internal sales procedures and contract policies that were significant in the increase of sales closing efficiencies surpassing corporate goals.
- Proficiently negotiated critical contracts to execute sales levels that delivered record volume revenue, optimizing selective sales avenues and exceeding divisional projections.
- Communicated, demonstrated, and motivated with consistency, compatibility with a firm focus on quality and commitment to customer service.
- Implemented, supervised and managed operational and departmental budgets/P&L for monthly and quarterly corporate reports.

Key Achievements:

- Developed, negotiated and sold the largest multi-million B2B sale in division history, resulting in facility and operational expansion.
- Increased divisions gross dollar sales during a down turned economy by 37% percent over three years.
- Supervised and supported IT network operations development of a new ERP (IFS) system that interfaced with sales, engineering, production, purchasing and customer service departments resulting in operational efficiency savings.
- Penetrated new and untouched sales arenas, significantly increased market share by creating a fresh target marketing plan, driving consumer traffic to one centralized location increasing ROI performance.

Prebuilt Housing Technologies

1989-2009

President and CEO

- Created, and managed a residential, mutli-family and light commercial Construction Company in the resort areas of Colorado.
- Developed, mentored and educated a high performing sales, construction and engineering team for a specialized and distinctive housing sales model.
- Introduced cost saving and schedule performance construction methods that increased annual production and gross sales increasing company's market share yearly.
- Managed and developed a Construction Management team, a large subcontractor and vendor contingent, while creating a diverse profitable client base.
- Corporately advised sales, marketing and operational budgets.
- Introduced a company owned development entity for subdivision development and large project construction.
- Worked with local town authorities, design review, and housing association committees to conform and strengthen design criteria.

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Key Achievements:

- Worked with local development and town entities providing a solution to affordable housing.
- Awarded a number of regional design, service and sales honors.
- Funded construction for multiple churches in South America through associated ministries.
- The integration of conventional construction and system built products in entry level and multi-million dollar projects.

Colorado First Construction Inc.

1985-1989

Superintendent/Project Manager

- Managed subcontractor schedule for multiple projects.
- Developed and managed RFP requirements for multiple projects.
- Managed and inspected company safety requirements.
- Managed and schedule contractor/architect weekly project meetings.
- Enforced company quality control inspections.

Key Achievements:

- Was promoted from Forman to Superintendent.
- Was promoted from Superintendent to Project Manager.

Education

Lancaster California

Antelope Valley College- Course study, Business

Palmdale California

Palmdale High School

Professional Affiliations

Member of local Economic Development Team.

Member of RMHA

Member of NAHB

Organizations

Volunteer at the Wounded Warrior Project

References

References available upon request