

# Gary Holmstrom

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## QUALIFICATIONS

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**Top-ranked sales manager** recognized for contributions to record-setting Sales Growth, Account Manager Development and Motivational District Communications. I am a proven leader that led my sales teams to achieve 3 times their territory Sales Profit. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. Managing multiple districts and communication with upper management about their business sales plans is crucial. I am an experienced “fearless” cold-caller and expert presenter, negotiator and closer.

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## EXPERTISE

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|--------------------------|---------------------------|-----------------------------|
| ▪ Sales Team Supervision | ▪ New Account Development | ▪ Presentations & Proposals |
| ▪ Territory Management   | ▪ Relationship Building   | ▪ Closing Strategies        |
| ▪ Sales Training         | ▪ Complex Negotiations    | ▪ Lead Qualification        |

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## PROFESSIONAL EXPERIENCE

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### TRADESMAN INTERNATIONAL – COLORADO SPRINGS, CO

**Sales Representative**, 2/2019 to 11/2019

Managed and sold contractors in my territory premium construction labor support.

*Impact & Results:*

- Responsible for calling on contractors to help them manage their labor needs.
- Developing contacts in the construction industry and matching our high-caliber craftsmen with their specific needs.
- Doing walk outs with our craftsmen, conducting a safety review, walking them through the construction site and introducing them to the contractor’s team leader.
- Responsible for educating the contractors on our labor productivity consultation, staffing, training programs and services.
- Helping the contractors greatly improve their workforce productivity while reducing their labor costs is essential.
- Entering all the days activities in the CRM system daily.
- Participating in daily sales briefings and updates at the office location.

### AMERIGAS PROPANE – COLORADO SPRINGS, CO

**SALES MANAGER**, 5/2015 to 11/2018

I am responsible for 21 Districts in CO/UT and exceeded 100% of growth for both areas in 2017. I managed 4 Account Managers that have exceeded their monthly and yearly goals consistently.

*Impact & Results:*

- Work closely with the Area Directors in creating a strategy to assist district managers in building and maintaining relationships with high valued customers.
- Developing my Account Managers to make sure they are meeting their goals and keeping up with their administrative duties.
- Analyzes the competitive environment and new business opportunities for each Area to develop and promote profitable customer growth/retention strategies.

- Develop and work with District Managers on implementing their District Sales Plans as it relates to growth, retention, and marketing.
- Have dotted line management responsibility for DMs and district employees as it relates to growth.
- Established sales and marketing experience with effective leadership skills.
- I have a proven track record of sales, growth and marketing success.

#### AMERIGAS PROPANE –UTAH AND COLORADO

ACCOUNT MANAGER 8/2012 to 5/2015

Managed and sold commercial/residential accounts in multiple districts, providing equipment, contracts, and pricing agreements.

#### *Impact & Results:*

- Responsible for increasing commercial and residential accounts in 10 districts.
- Exceeded growth goals for commercial and residential accounts every month.
- Maintained a 3X growth factor consistently.
- I trained the new AM's in New Mexico and Salt Lake City.
- Communicating growth ideas and pricing with 10 different District Managers.
- Responsible for keeping the equipment and account set-up done in a timely manner.

#### EDUCATION

Bachelor of Science, Business Finance, University of Utah

Certificates of completion for window-based computer systems and CRM

School certificates for the dynamics of polyurethane chemicals and equipment

Certificates of completion for Basic Pneumatics

Certificates of completion for Basic Electronics

Certificates of completion for Omega Blowers and Vacuums

Certificates of completion for Compressed Air Systems

OSHA 10 Certified