

# JACK PIERCE

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## Professional Profile

I have a very diverse group of skills and experiences. Most recently my management, leadership and sales experience has been in retail of large format printer/plotter based electronics. Strengths are sales, management, communication, team building, developing new clients, and maintaining present client base trust and needs. With the desire and dedication for long term professional career my main objectives are to utilize proven experiences in leadership, sales, and a strong work ethic to build even more on team building and people skills.

## Summary of Skills

- Management
- Team Building
- Sales
- Friendly and Strong Leadership
- Retail Sales and Management
- Ability to Earn Client Trust
- Warehouse Work
- Delivery truck local and across US

## Work Experience

*Pierce Residence* *March 2020 – Present*

Full Time Home Administrator

- COVID Lock down.
- Working with family education and family health care..

*Plotter Supplies Inc.* *April 2012 - March 2020*

Account Executive / Sales

- Helping build long term relationships with companies across the US around their digital imaging supplies required for their business needs.
- Working with Architects, Print For Pay Companies/Sign Shops, Reprographics, Large Casinos, Oil & Gas Companies, Government Agencies such as Forest Service, Lockheed Martin, Bowling, City and County Buildings and many more.

*Sunward Consolidated Group* *June 2011 - April 2012*

Dealer Services

- Using many years of sales and customer service to train dealers/contractors in sales of steel buildings.
- Conducting calls for dealers/contractors initiating meetings and arranging demonstrations for steel building.

*Vital Network Solutions* *November 2009 - May 2011*

B2B Coordinator/ Sales

- Using many years of telemarketing and strong communication skills to continue the growth of the company and obtain market presence.
- Working with owners and their network management teams for our computer consultants to help now and in the future on any computer problems they may run into.

*Best Buy*

*August 2006 - October 2009*

Best Buy for Business Pro

- Successfully maintained sales goals set by upper management and provided quality service to retail and business clientele.
- Offered suggestions to management to better educate other store departments in the Best Buy for Business unit to increase employee knowledge and encourage cross-selling.

*Advanta Group*

*November 2004 - August 2006*

Owner

- Started Advanta Group as a telemarketing firm for Management Consultants, and expanded by taking on software sales for Select Business Solutions.
- When telemarketing for Management Consultants, multiple years of experience in sales was used to contact presidents and senior executives of large insurance companies to arrange meetings with our consultants. As a result, the consulting firm tripled their revenue.

*Gateway Computers*

*June 2003 - October 2004*

Sales

- Acted as a resource of multiple years of experience for the leadership team. Provided input for merchandising, management techniques and industry expertise.
- Successfully preserved valuable relationships and offered exceptional customer service to retail customers

*CADCO Computers*

*June 2000 - May 2003*

Manager

- Utilized strong communication skills and positive attitude to encourage, support and train staff.
- Coached sales team and service staff on effective sales techniques to establish new business as well as maintain existing business.

**Achievements**

- Regularly maintained a top-five ranking in revenue and sales across 188 stores nationwide covering hardware, software, services, peripherals, network solutions, home entertainment and digital cameras.
- Built and directed a team of sales and service staff utilizing strong communication skills to encourage cross-selling. Using my knowledge, leadership and positive attitude to encourage, support and train staff to handle the needs of both retail and commercial clientele.
- Responsible for all aspects of store and service operations including the creation of all merchandising displays, inventory, inventory control, merchandise returns, and purchasing.
- Developed and maintained strong customer base. Building a trust in our clients and helping fulfill all their company needs to create a longer and stronger relationship.