

Jonathan Parker

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Seasoned Territory Sales Executive with over 11 years of experience providing account management and channel sales in a variety of industries. Extensive experience in all aspects of self-managed sales leadership, including cultivating new business partnerships, sales channel development, engineered solutions, enterprise sales, and meeting sales goals. Continually exceeds expectations by creating valuable partnerships and works well with people at all levels of an organization, including stakeholders, executive management, sales teams, and clients.

Work Experience

Account Manager

TPC Wire and Cable - Denver, CO

2019 to Present

- Selling highly engineered electrical wire, cable, and accessories for the industry leader in the industrial market from a home-based office covering Wyoming, Colorado, and New Mexico
- Creating engineered solutions that reduce downtime due to failure of commodity products in harsh environmental applications for segments include steel, mining, aggregate, and oil and gas
- Managing over 70 accounts effectively while increasing account base by aggressively cold calling and prospecting, increasing sales consistently on a monthly basis and increasing account base by 35%

- Providing in-house training and educational seminars for maintenance staff and management while conducting cost analyses and providing research on savings documentations for clients
- Growing the territory through continued account development and bringing on new clients, selling on value over cost to the industrial industry and serving as the go-to sales expert for the region
- Meeting and exceeding overall sales objectives while ensuring a high level of customer service when promoting TPC products and strategic initiatives, working with the Regional Manager on sales opportunities to drive business performance and support key business strategies
- Promoting the TPC value proposition to potential customers, distribution partners, and industry leaders, communicating the features, advantages, and benefits of TPC products within an industrial environment
- Developing a territory management plan to maximize time with customers and drive new sales within the assigned territory, maintaining or expanding existing accounts and driving new business sales

Account Manager/Sales Engineer

Kaman Industrial Technologies - Denver, CO

2013 to 2019

Managed \$1.8M in sales while handling local national accounts such as Pepsi, Coca Cola, Bimbo Bakeries, FMI, Hunter

Douglas, Amgen International, OEM manufacturers and over 80 additional accounts for the industry leader in power train, bearing, conveyor, hydraulics, pneumatic, and industrial solutions

- Increased sales by effectively providing industrial solutions to manufacturing facilities and plant management to reduce downtime time, support cost saving plans, and increase manufacturing productivity
- Sold industrial power train products such as drive motors, gear boxes, bearings, hydraulics, pneumatics, and other maintenance repair operation products, aggressively pursuing new business growth by cold calling, networking, and following leads
- Developed relationships with key customers, managing the promotion and strategic sales of industrial solutions for customers in various industries including food and beverage, power generation, and waste management
- Managed existing accounts, developing and maintaining successful relationships with customers, promoting sales of industrial solutions while handling customer inquiries and recommending strategic solutions
- Developed strategies to meet objectives by understanding the market and identifying opportunities and threats while mobilizing the resources of Kaman Industrial Technologies in order to execute company initiatives
- Leveraged partner and alliance relationships to maximize prospecting efforts and advance the sales process, aggressively penetrating prospective accounts with C-suite-level presentations to align technical benefits with business priorities

Account Manager

Barnes Group, Inc - Lakewood, CO
2011 to 2013

Worked closely with National Account Managers and Inside Sales Representatives to generate leads and new business opportunities for the industry leader in logistical support by providing inventory management, technical sales, or supply chain solutions for maintenance, repair, and production supplies

- Increased Western Slope Regional sales over 400% from \$53,000 to \$245,000 annually, being recognized as the Blue Max Sales Award Winner as a nationwide leader in percentage to plan
- Managed client's inventory proactively by reducing overstock and increasing product lines creating greater efficiencies and cost savings for clients, effectively creating efficient route schedules to maximize time on the road and time spent on administrative requirements
- Developed new accounts and cultivate existing accounts within the territory, communicating closely with clients and channel partners to ascertain requirements, promote services, and close sales
- Presented sales and technical presentations of products to customers, potential customers, or trade associations for the purpose of developing new business as well as generated call reports on a weekly basis and made them available to management in order that full knowledge of activities of the territory were recorded
- Coordinated resources and alliances to align with partner strategies to build an effective custom business execution plan, including enabling partners to scale through aggregating customer relationships and current opportunities
- Collaborated and integrated with demand generation team to build and grow sales pipelines including tracking, managing, and forecasting to develop unique partner plans for each focus partner to enable their teams to highlight their strengths through coaching, joint account selling, or partner-driven campaigns

Alarm Accounts Inspection Manager

Thul Electronics - Vail, CO

2008 to 2011

Organized new department that inspected, documented, and maintained residential and commercial fire and security alarm accounts for Vail's premier electronics company for over 24 years with the largest client base in Vail, Colorado

- Developed company policies, documentation, and procedures for alarm department resulting in increased revenue of over \$100,000 while also reducing liability to the company
- Managed staff of 5 technicians on residential or commercial projects while working closely with local government officials and internal department heads and staff members while planning new projects, keeping all projects on time on budget and up to code

Education

Northern Michigan University

Skills

- Self-Managed Sales Leadership
- Sales Channel Development
- Planning Methods & Techniques
- Engineered Solutions
- Account Management & Business Development
- Cold-Calling & Prospecting
- Sales Force Training & Coaching
- Consultative Sales & Client Retention
- New Business Cultivation & Partnerships
- Revenue & Profit Growth
- Highly Competitive Markets & Market Segments
- Proactive & Responsive Client Service
- Reporting & Advanced Presentation Skills
- Excellent Verbal & Written Communication