

Jordan Johnson

Phone: 303-642-5168

E-mail: jorfjo@gmail.com

Skillset

- Enhanced and successful customer service
- Accomplished account management knowledge
- Utilization of CRM databases and Microsoft Office
- Planning and executing detailed sales trips
- Establishing rapport and build confidence as factory representative
- Extensive B2B and B2C sales experience
- Mature communication capabilities
- Building and maintaining healthy relationships with people from a variety of backgrounds and age groups.
- Mechanical and tool aptitude
- Proficient with active listening and role modeling
- Effective team cooperation and individual time management
- Responsible and reliable accuracy in money handling skills
- Specific applicational knowledge of commercial and residential HVAC, compressor, OEM, industrial, and cryogenic industries.
- Detailed knowledge of HVAC, OEM, cryogenic, compressor, industrial, wholesale distribution, and biofuel industries.

Accomplishments

- Intelligently generated product quotes from studying customer history, current product inventory and costs, market value and sales margins, which has gained TCH a better foothold in the markets I touch. **RESULT: 25 New Customers in 2017.**
- Traveled my territory when needed to provide in-person technical support, scout potential customers, and most importantly, built successful relationships with the people I am in contact with. **RESULT: 16% Increase in distributor and end user annual territory sales.**
- Set sales goals and place strategies to achieve those goals while I work with a dedicated sales team as well as independently, which has resulted in positive and increased sales numbers for my territory and company. **RESULT: Increased ethanol end user sales 52% in one year.**
- Established emotional intelligence as the basis for my interactions with people surrounding me, including coworkers, management, and customers, which has strengthened my presence in my company and community. **RESULT: Promoted, after 2 years, to handle TCH's backyard accounts.**

Experience

Outside Sales

Twin City Hose (Wheat Ridge, CO) May 2013 - Current

- Calculate product quotes from studying customer history, current product inventory and costs, market value and sales margins.
- Attain specific and detailed product information on vibration isolation solutions as it pertains to metal braided flexible connectors as well as expansion joints.
- Maintain current knowledge of and learn new industry standards for the 9 different industries we touch with the 20+ product lines we carry.

Lab Technician/Optician

One Hour Optical (Denver CO) February 2010 - April 2013

- Ran and maintained lab equipment in the manufacturing of optical glasses.
- Inspected lenses for quality and correct prescription, along with troubleshooting problems that occur with the lenses and machines I used.
- Operated a three-axis, dry cutting SGX surface generator, finers/polishers, a coater, lensometer, surface blocker, and the Mr. Blue tracer/blocker system.
- Worked as an optician for 5 months, where I assisted customers with finding the right glasses and running the cash register, along with performing cleaning duties and overall store maintenance.

Warehouse/Sales Associate

American Furniture Warehouse (Thornton, CO) April 2009 - December 2009

- Pulled orders for customers, assembled showroom furniture and accessories.
- In sales, I provided customers with assistance and information on our products in addition to attaining knowledge of new products on the market.

▶ Resume: Jordan Johnson