

Kevin Archdeacon

Sales Manager

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Passionate Sales Manager committed to motivating others and offering extensive knowledge penetrating new territories and promoting product lines. Highly effective mentor driven to assess individual and group performance to implement improvements and set goals. Determined individual with background in establishing and nurturing personal relationships.

- Led sales team to **#1 nationally** for first quarter of 2019
- Consistently leading top-ranked teams regionally

Skills

Leadership



Excellent

Window/Siding Expertise



Very Good

Coaching and Mentoring



Excellent

Work History

**2021-11 –
Current**

Sales Executive

Mountain Window and Door

- **Review and bid** building plans for new construction and replacement aluminum clad window and door packages up \$400K total project valuation
- **Manage project with contractor** from initial contact to order, delivery, service and through post-sale warranty
- **Adhere to municipal building code** by considering U value, structural, and PG requirements
- **Consult client** to advise appropriate product selection and recommend design
- **Generate billing** and schedule collections
- **Conduct minor service** for windows and doors

**2021-4 –
2021-10**

Hiring Sales Manager

A & R Construction

- **Drafted, posted, and managed hiring ads** to online platforms.
- **Created sales training platform** which all new hires would learn and adhere to
- **Interviewed, onboarded and trained** all new hires
- **Actively monitored key performance metrics** of sales team, identified challenges, and created new solutions by applying proven problem-solving techniques
- **Inspired team performance** daily by using proven behavior-based coaching, motivation, and management techniques

2017-10 –
2021-3

Sales Manager

Power Home Remodeling Group, Centennial, CO

- **Spearheaded a quarterly team** of 6 associates by a focused individual growth plan and adapting feedback
- **Pushed window and siding revenue** to new levels with more than **\$6 million** in team yearly sales
- Exceeded regional annual sales target by **20%**
- **Actively monitored key performance metrics** of sales team, identified challenges, and created new solutions by applying proven problem solving techniques
- **Inspired team performance** daily by using proven behavior-based coaching, motivation, and management techniques

2012-05 -
2017-08

Head Server

Chappy's Social House, Blazing Wings Inc., Centerville, OH

- **Applied communication and problem-solving skills** to resolve customer complaints and promote long-term loyalty
- **Trained new staff** on restaurant operations and policies to strengthen performance

Education

2007-08 -
2012-05

Bachelor of Science: Chemistry

University of Saint Francis - Fort Wayne - Fort Wayne, IN