

# Philip Rudd

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## Professional Summary

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Insightful and creative sales representative with 15 years sales experience within luxury goods, technology / medical machines, industrial equipment and digital media.

Authorized to work in the US for any employer

## Work Experience

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### **Service and Sales Representative**

Auto-Chlor System-New York, NY  
September 2021 to January 2025

- Meet with a roster of customers/accounts via monthly service appointments to ensure proper machine performance and maintenance.
- Provide technical diagnosis on leased or customer-owned machines, and provide immediate electrical, plumbing, and motor repairs. Confirm that dishwashing and sanitizing chemicals are pumping at proper levels.
- Ensure chemical par levels and offer additional companion sterilization and cleaning products. Build solid relationships directly with restaurant owners, managers, and executive chefs. Create competitive pricing and machine/chemical options to resign customers and continue a relationship with the company.

### **Sales Representative**

Vectornate USA-Mahwah, NJ  
January 2020 to December 2020

Offered portfolio of appliance parts, water purification, and vector control equipment to industrial suppliers and distributors. Contacted and reached the proper channels to partner on distribution and supply allocation.

Researched and reported market information within the biotech and medical device industry for new product development.

Created and established relationships with local and international clinical laboratories, biotech, pharmaceutical, and medical distribution corporations. Communicate clinical information, production forecasts, lead times, pricing/payment options on the pipeline of products. Created tailored arrangements for end-use sales and distributor pricing.

Provided updated database on verified leads within medical and biotech industries directly to the CIO for distribution within the sales team.

Created documents, infographics, and marketing materials on clinical data on transport mediums, nasopharyngeal swabs, and a pipeline of related products.

### **Account Manager**

Clippn Digital Media-New York, NY  
January 2017 to December 2017

- Marketed and sold wholesale jewelry. Offered portfolio of products and services to small to midsize businesses, fine jewelry stores, gift shops, and piercing studios.

- Created genuine relationships with current and potential buyers and communicated to customers over the phone, online, and through email. Created and offered systems to anticipate possible needs and further relationships for e-commerce shoppers.
- Researched markets, industry associations and connected to decision-makers, owners, and managers. Managed and reconciled domestic and international accounts.
- Communicated product knowledge including design specification, bulk pricing, discount options, shipping arrangements, payment arrangements, and packaging services.
- Traveled to trade shows including the International Jewelry Organization. Met with buyers and customers in person and networked on behalf of the Brand Inox Men's Jewelry.

### **Director of First Impressions /Agent Services**

Keller Williams City Views-Fort Lee, NJ

January 2015 to December 2017

Coordinated the launch of a new market center. Developed communication and technology support systems for expanding the market center to support 200+ agents.

Created agent on-boarding process via individual technology appointments, provided agents with technology systems, office operations and support utilizing Dotloop transaction software and compliance issues with Broker of Record.

Developed a process for monthly compliance (MSA) report, verifying monetary support was used for educational purposes. Including; timestamping documents, photos, emails. Creating and keeping attendance records of market center events and documenting funding via online repository.

## Education

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### **Science Biotechnology**

Bergen Community College-Paramus, NJ

2022

### **Fine Arts Jazz Performance**

William Paterson University-Wayne, NJ

2008 to 2010

## Skills

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- Inside and Outside B2B and B2C Sales.  
Research and lead generation.  
Conversation and negotiation, creating arrangements for sales and distribution.  
Communicating and advising clients throughout the sales process.  
Problem solving manufacturing and logistics issues; lead times, supply allocation, FDA regulations, air and sea shipping regulations.
  
- Industrial Equipment Experience
- Product Development

- E-Commerce
- Pricing
- Business Development
- CRM Software

## Certifications and Licenses

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**Driver's License**

**Food Handler Certification**