

Philip Maio

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Summary

Results-driven sales representative with ten years of sales experience: specializing in driving revenue growth, opening new business accounts, and building a high-performing portfolio. Proven track record of exceeding targets and cultivating strong relationships with key clients. Seeking a managerial position with an industry-leading organization with the goal of directing teams, enhancing sales performance, and increasing revenue.

Experience:

Regional Sales Representative

Nov. 2022-Present

NB Corporation of America - Ramsey, NJ

- Manage a multi-state territory, selling industrial parts to a diverse customer base including distributors and OEMs
- Successfully sourced new leads and onboarded major regional distributors, resulting in a total of \$2 million of sales in 2023 and \$4 million of sales in 2024
- Deliver product presentations and demonstrations to customers, highlighting product features, benefits, and applications to enhance purchasing decisions.
- Exhibited products at industry trade shows across the United States to identify untapped market opportunities

Outside Sales Representative

Oct. 2020-Nov. 2021

SIS Processing – Woodland Park, NJ

- Investigated customers' needs, recommended customized solutions for point-of-sale systems, and presented features and financing options
- Developed and optimized a sales cycle and pipeline of 1000+ customers with over \$1.8 million in product sales revenue generated plus 3% residual sales of every credit card sale

Sales Manager

March 2014-April 2020

Ultimate Product Distributors - Hackensack, NJ

- Promoted from Sales Representative to Sales Manager; managed a team of seven sales representatives which generated \$30 million annually
- Set sales goals, monitored key performance metrics of sales team, and trained sales representatives
- Exhibited products at tradeshow and headed sales presentations across the United States

Skills:

- **Sales Strategy Development:** Ability to design and implement effective sales plans that align with business goals and drive revenue growth.
- **Client Relationship Management:** Expertise in building and maintaining long-term relationships with key clients, fostering loyalty, and ensuring repeat business.
- **Market Analysis:** Strong skills in assessing market trends, competitor activities, and customer needs to identify business opportunities.
- **Negotiation & Closing:** Advanced negotiation skills to secure favorable terms and close deals, ensuring profitability.
- **Product Knowledge:** Deep understanding of industrial parts, product specifications, and applications to provide tailored solutions to customers.
- **CRM & Sales Tools Proficiency:** Familiarity with CRM systems and sales analytics tools to track performance, customer interactions, and forecast sales.