

John Fitzgerald

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Professional Summary

Dynamic sales leader with 15+ years of B2B sales expertise in prospecting, client relationship development, and deal closing. Proven track record in executing outbound strategies, negotiating complex contracts, and surpassing sales targets in competitive markets. Adept at leveraging CRM tools and strategic account management to drive revenue growth.

Work Experience

Account Manager

Servpro

2016 to Present

- Drove B2B sales growth by strategically developing and retaining commercial and residential accounts
- Managed a portfolio of 50+ accounts, consistently achieving annual revenue targets and exceeding sales goals
- Utilized cold calling, door-to-door prospecting, and product demonstrations to generate new business opportunities
- Built and maintained strong customer relationships, proactively informing clients of product upgrades and new services
- Negotiated contracts, processed purchase orders, and managed payment collections to ensure seamless transactions
- Maintained detailed client records and provided regular sales performance updates to management
- Leveraged CRM systems to document activities and track pipeline progress

Regional Sales Manager

Franklin Miller, Inc-Livingston, NJ

1995 to 2016

- Directed B2B municipal sales operations for sewage treatment equipment across a multi-state territory
- Recruited, managed, and trained a high-performing team of 50 sales representatives
- Developed and executed marketing strategies, presenting new product innovations to key stakeholders
- Coordinated national sales events and prepared competitive bids and contract proposals for municipal clients
- Implemented prospecting initiatives to secure new business while maintaining high customer retention
- Built and led a top-producing sales team, consistently contributing significant company revenue
- Instituted process improvements across departments to enhance customer service and market exposure
- Promoted company brand and product portfolio through relationship building and industry networking

Field Sales Representative

Uniplex Profiles, Inc-Somerset, NJ

1992 to 1995

- Marketed and sold custom plastic extrusion services to manufacturing and industrial B2B clients

- Collaborated with engineering teams to develop competitive bids for product development projects
- Supervised and coordinated a network of 12 independent sales representatives to expand market reach
- Partnered with engineering staff to integrate products into new design specifications for clients
- Managed strategic accounts and drove business development, generating significant company sales
- Expanded sales representative network to increase territory coverage and penetration
- Coordinated and executed trade show participation to enter and develop new vertical markets

Account Executive

Ampro Technologies, Inc-Union, NJ
1989 to 1992

- Designed and installed local area network (LAN) systems for B2B clients using personal and mainframe computers
- Balanced new business development with existing client relationship management and account growth
- Generated significant company sales through a consultative, solution-based selling approach
- Secured and managed major enterprise accounts, building long-term client relationships

Industrial Machinery Broker

Mitsubishi International Corp-New York, NY
1987 to 1989

- Developed and negotiated complex bids and purchasing contracts for domestic and international B2B customers
- Facilitated international trading transactions involving commodities, consumer goods, and industrial products
- Managed complex, multi-stakeholder projects requiring coordination across global business units

Education

Upper secondary education

Bachelor's degree

Political Science (B.A.)

Manhattan College

Skills

- B2B sales
- Lead generation
- Prospecting
- Cold calling
- Account management
- Customer relationship development
- Sales negotiation
- Deal closing
- Achieving sales targets
- Sales strategy

- CRM Systems (Salesforce)
- Pipeline Management
- Presentation Development
- Microsoft Office Suite
- Business development