

Objective

Proven manager with 6+ years in direct and business to business outside sales. Have managed own territories as well as management of a sales force and supporting personnel in several related industries. Strong troubleshooter and goal-driven leader, adaptable to changing markets and differing marketplaces. Strategic sales and support planning, recruitment, training, staff development, and field oversight.

Skills

MS Office, CRM, Interpersonal Skills.

Work Experience

Regional Territory Manager

ABC Corporation - 2010 – 2012

- Maintained a large portfolio of accounts.
- Managed, serviced, and grew existing revenue with residential and commercial accounts.
- Provided customers with alternative cost solutions to increase their bottom line as well as grow the company's market share.
- Consistently sourced and signed on new customers.
- Increased new business growth by 9% annually while maintaining a 41% gross profit margin within a \$1.5 Million territory.
- Managed 75 key accounts and increased sales by building strong relationships with business owners and key decision-makers and by developing customized business solutions to best meet their specific needs.
- New business development of 30 accounts per year by sourcing and cold calling within my marketplace.

Regional Territory Manager

Delta Corporation - 2006 – 2010

- Provides private company financial data and develops software applications for financial institutions, CPAs, and private companies.
- Directed sales, marketing, and business development strategy for the sale of financial analysis software, sourcing new.
- An effective negotiator with the ability to deliver comprehensive sales presentations, establish rapport with prospects, and close the sale.
- Prospect for a new key and independent accounts in a 15-state region in the Midwest for a growing organic seed company, evaluate current accounts for.
- Attend trade shows, grand openings, and regional shows.
- New business development of 30 accounts per year by sourcing and cold calling within the marketplace.
- Re-established dormant accounts that previously had poor experiences with the company.

Education

B.S. in Business Management - 1981(Western Illinois University)