

NATHAN POULTER

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Available for travel or relocation

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TARGET: TECHNICAL SALES ENGINEERING / PROJECT ADMINISTRATION

MBA & BSEE ■ Top-Producing Sales Account Manager ■ Multi-State Territory Management
Represented 25 Manufacturers & System Integrators ■ Project Management Background

Challenge-driven and solution-focused professional offering both business (M.B.A.) and engineering (B.S.E.E.) credentials as a strong foundation for extensive accomplishments in the areas of technical sales engineering, major account management, key customer relationships, and project management. Strengths include:

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|-------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Consultative & Solution Sales | <input checked="" type="checkbox"/> Territory Development & Management |
| <input checked="" type="checkbox"/> Prospecting & New Business Development | <input checked="" type="checkbox"/> Sales Forecasting / Financial Analysis |
| <input checked="" type="checkbox"/> Account Management & Cultivation | <input checked="" type="checkbox"/> Project Budgeting, Scheduling & Management |
| <input checked="" type="checkbox"/> Customer Needs Analysis & Problem Solving | <input checked="" type="checkbox"/> Hiring, Training & Team Leadership |
| <input checked="" type="checkbox"/> Relationship Building—C-Level to End-User | <input checked="" type="checkbox"/> Contract & Business Negotiations |

Sold complex technical products with focus on selling complete system solutions. Delivered award-winning performance, ranking #1 in the company for production of highest number of new accounts and highest volume of revenue, annually. Personally managed hundreds of accounts and dozens of key accounts, establishing and cultivating relationships with decision-makers that blossomed into 4-fold growth of sales in region to more than \$5 million annually.

Diverse industry experience: Utilities (nuclear, oil-gas fired, hydroelectric, geothermal power plants), Automotive (airbag testing), Building Supply Manufacturing (fiberglass, roofing, refractory fiber bricks), Semiconductor Manufacturers, Medical Equipment, Telecommunications, Construction, Government, Military, Research and Educational Institutes, and more.

PROFESSIONAL HIGHLIGHTS

PRINCIPAL ■ Mitchell Inc.; 2001 to 2011; Appleby, NC

Gained experience in small business startup projects and general management through establishment of corporate entity for various business endeavors.

CONTRIBUTIONS SNAPSHOT: Developed business plan, obtained financing, and managed startup of an international franchise operation (dba The Little Gym of Lone Tree). Negotiated lease, purchased equipment, and supervised building set up. Hired and oversaw training of staff. Created and implemented marketing plan that drove achievement of start-up goals (300 new customers) 50% ahead of schedule.

TECHNICAL SALES ACCOUNT MANAGER ■ ABC Enterprises Incorporated; 1994 to 2001; Appleby, NC

Delivered year-over-year increases in revenue for 7 consecutive years, managing technical sales for 25 top-tier manufacturers of electrical/mechanical test and measurement equipment and software, such as:

~ Xxxxx Instruments ~ Xxxxx Power ~ XXXXXXXXXXXX ~ XXXXXXXXXXXXPrecision ~
~ Xxxxxx Electronics ~ Xxxxx X-Ray ~ XXXXXXXXXXXX Research ~

Covered a 6-state territory in the Southeast, selling equipment and solutions to semiconductor, medical, industrial, automotive, utility, and government/military customers. Oversaw entire long-cycle and ongoing sales relationship from prospecting and sales closing through equipment delivery, installation, and follow up. Additionally,

- ...maintained office and worked independently.
- ...developed sales plans, forecasts, and budgets.
- ...delivered PowerPoint presentations to senior management.
- ...shared best practices with peers in regards to building market share.
- ...brought in new business and managed ongoing relationships with key accounts.
- ...introduced and marketed new products to existing and prospective customers.

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