

John Galavan Resume 2020

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SEEKING SELLING OPPORTUNITY: Telemarketing – Telesales

For 40-years I have sourced prospects, cold called and closed sales on a national basis. I am seeking a B2B national telesales opportunity.

Skillful telemarketing sells products. Other uses: research, customer service, business extension, appointment setting, and market development.

Benefits: least cost, speed, flexibility, controllable.

I will provide the business owner with increased sales revenue. We should talk if this is important to you.

TELEMARKETING IS A PROVEN STRATEGY IN MANY MARKETS

- Legal, Accounting Services
- Commercial Financing
- Consulting Services
- Software
- IT, Managed Services
- Emergency Management Services
- Marketing Services
- Facility, HVAC, Electrical Services
- Janitorial
- Research

SUMMARY OF A FEW SELECTED SUCCESSES

- **I created** an \$800,000 new business pipeline in six months. (Urban Cabinets)
- **I created** a \$3,000,000 hot new business funnel for a start-up construction service in the first year resulting in a \$1,750,000 annual run-rate. (Juice Electric)
- **I launched** start-up online local advertising platform in two States. (Caliber Data)
- **I gained** national publicity for a F200 restaurant client and retained their national service business, which accounted for 70% of total revenue. (ABOL Systems)
- **I grew** regional print advertising territory from \$200,000 to \$1,000,000 in two years. (AutoWeek)
- **I built** national retail print promotion business base from \$0 to \$1,000,000 in three years. (Trade Products)
- **I grew** multi-location call center chain from 20 clients to 200 in thirty months. (All West Communications)

EMPLOYMENT

2018 Urban Cabinets Company, WA: **Casework Manufacturer**
2017 All New Again, WA: **Restoration Contractor**
2015 Juice Electric, WA: **Electrical Contractor**
2014 Regenesiis.net, OR: **Special Market Publication**
2012 Stella Color, WA: **Specialty Printing**
2011 QL2 Software, WA: **DaaS Services**
2010 King 5, WA: **Internet Application**
2009 Caliber Data, WA: **Online Advertising Platform**
2005 Contractors Register, NY: **Media Sales**
2000 ABOL Systems, WA: **Quick Service Restaurant Technology**
1998 StuHeinecke.com, WA: **Direct Marketing**
1994 All West Inbound Service, UT: **Call Center Services**
1989 Trade Products, WA: **National Promotion Sales**
1973 Galavan, Hatfield & Kittle, CA: **Media Sales**

EDUCATION

MBA Enterprise Development - USC Los Angeles
BS Financial Analysis - UC Long Beach