

David M. Shaw

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OBJECTIVE

Seeks a challenging career that allows me to contribute my skills and experience in sales or sales management with an established company.

SPECIAL QUALIFICATIONS

- Over 25 years experience in sales/sales management and customer service.
- Skilled at building and sustaining a customer base by establishing personal rapport. Meeting or exceeding customers expectations and earning a reputation for service
- Ability to sell to a wide range of customers
- Detailed oriented and multi-tasking: able to balance competing priorities
- Demonstrated ability to contribute positively to company goals through innovative programs that improve efficiency, reduce costs, and enhance customer relations
- Excellent interpersonal and communication skills with company staff and customers

WORK EXPERIENCE

Business Account Executive

4/16 to present

EnGenius Technologies

Industry experts in wireless communications and radio frequency (RF) technology since the early 1990's for the Datacom & Telecom Industries. Pioneered affordable Long-Range Wireless communication solutions and wireless voice and data products for home, SOHO and SMB use that are versatile, feature-rich, business-class and affordable. A complete line of award-winning devices is designed to deliver long-range, fast speeds, robust security, and ease-of-use.

Manufacturer of Networking & Data products, include Access Points, Switches, Sector Antennas, Routers, PoE Injectors, Convertors, & Adapters. A leader in premise mobility communications and Telecom Long Range Single & Multi-Line Telephony systems. Cordless business telephone systems and durable, portable handsets deliver extremely long-range and reliable connectivity outdoors, throughout multi-story buildings and in complex environments.

Generate sales to distributors, system integrators, VAR's, dealers, OEM, end users, & online store. Duties include Prospecting, Telemarketing, Cold Calls, email, and Live Chat to promote and grow the business.

Regional Sales Manager

Lilin Americas – Merit Lilin

11/09 to 4/16

Arcadia, CA

Manufacturer of IP/CCTV products since 1980. Generate sales to distributors, system integrators, VAR's, dealers, end users, retail & on-line stores. Started a Distributor/Partner program. Reaching out to like-minded partners and partner manufacturers to provide contacts and possibilities to increase sales in North America & South America. Attend all major trade shows, security and dealer shows, Chamber of Commerce Meetings, and shows to promote sales within our dealer network. Work in conjunction with manufacturer's representatives and dealers on training of products and sales strategies to ensure growth in North America. In January 2013 started a new dealer program to grow a network of dealers promoting Lilin products.

Trader

Barnes & Shaw Partnership

10/05 to 11/09

Auburn, CA

Owner - trader in securities. Started this business in 2005 to become a trader/investor. After working the business, I prefer the investment side to the trading aspect of the business. The investing side of the business doesn't require daily/hourly monitoring of your positions. This is the reason I am seeking employment in sales or sales management again.

Regional Sales Manager

Rainbow CCTV

10/99 to 10/05

Irvine, CA

Manufacturer of quality CCTV lenses and importer of CCTV cameras from Japan and related equipment to the security industry since 1985. Generate sales to Distributors, Dealers, Systems Integrators, VAR's and OEM customers. Calling (telemarketing) and training customers including manufacturer's representatives on all products. Work in conjunction with manufacturers reps to train on products to ensure sales strategies and growth within my territory. Attend all major trade shows and security shows. Have an extensive customer base; experienced in calling on owners, senior management, end users, sales people and independent dealers. Provide training to support my customer's knowledge on all products. Travel 12 to 14 weeks a year. I received "Salesman of the Year" awards in 2001-2005, by selling the most dollar volume. In 2003 my territory produced over 60% of North Americas sales in the Southeast region.

Inside Sales Manager

Century Fasteners, Inc. - Distribution Dynamics - Anixter

3/92 to 10/99

Vernon, CA

Distributor/Importer of commercial and industrial fasteners to the OEM marketplace and Distributors. Promoted to Inside Sales Manager after one year. Successfully managed a reduced sales force in handling a double-digit increase in sales volume each year. Monitored inventory on a daily basis to support orders and sales margins to ensure profitability. Hired, trained, and provided support to new employees on company sales philosophy and guidelines. Upgraded sales force through new hires and training to company standards.

EDUCATION

Dale Carnegie Sales & Management Course

Completed 12 week class - graduated top 3 of class

Cerritos College

Some college course work completed

Commerce, CA

Cerritos, CA

Downey High School

High School Diploma

Downey, CA