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| Professional Profile | |
| * Consistently met or exceeded daily goals and objectives. * Experience selling at executive levels * Establish relationships with Customers * Comprehensive understanding of leading computer hardware and software technologies. | * Works exceedingly well at meeting deadlines and in pressure situations. * Able to relate and communicate with diverse personalities. * Hard working, driven, and motivated to sell. * Ability to work independently and within a team. |
| Professional Work Experience Unifirst Corp.  11/2018 to 9/2019  Route Service Representative   * Responsible for daily delivery and pick up of business uniforms as well as other services. * Building and maintaining relationships * Sell other products and services   Delivery Force  06/2018 to 11/2018  **Delivery Driver**   * High volume Amazon delivery provider * Responsible for Daily Route delivery.   Safeway - Everett, WA  01/ 2018 to 06/ 2018  **Delivery Driver**   * Responsible for delivering customer ordered groceries using driver manifest. * Complete daily Vehicle Inspection Report. * Freeze and chill compartment log. All end of shift responsibilities including re-fueling truck,   Turners Grocery, Lake Stevens, WA.  10/12 to 12/17  **Assistant Manager**   * Created loyal customer relationships. * Responsible for store open and close. * Process daily accounts receivables. * Daily stocking and merchandising. | |
| Snohomish Sportsman Full Service Outfitter, Snohomish, WA.  8/10 to 10/12  **General manager**   * Responsible for all store operations * Developed and manage all manufacturer relations/contracts * Created e-commerce platform. * Met with gear manufacturers and conducted all purchasing.   Barista Break, Everett, WA.  7/08 to 8/10  VP Sales   * Created and implemented market development strategies * Responsible for business development and machine placement. * Understanding of highly custom Italian barista machines. * Designed and built custom marketing material     Accel Net Inc, Bellevue, WA.  3/07 to 7/08  Account Executive   * Responsible for increasing client base of business internet service. * Conducted tradeshows and presentations. * Meet with clients to determine service capabilities. * Implemented sales and marketing strategies     Clearwire Corporation, Bellevue, WA.  8/06 to 3/07  Account Executive   * Develop monthly sales plan that includes sales and prospecting activities * Establish relationships with key business and civic organizations in assigned territory. * Leverage creative and effective lead generation and sales techniques * Maintain high presentation-to-close ratios. * Attend trade shows.     En Pointe Technologies, El Segundo, California  12/00 to 8/06  Account Executive   * Grew Government account revenues by 150% in first six months. * Exceeded all sales goals within 2 months of start-up. * Responsible for new business development and retaining State government accounts. * Developed and managed key manufacturer relationships. * Maintaining education and certifications of emerging technologies. | |
| HomePointe Corporation, Greenville, South Carolina  12/99 to 12/00  Regional Manager   * Introducing leading edge technology to furniture industry. * Achieved top sales in my assigned territory. * Established a sales team and target accounts * Revenue growth in Pacific Northwest * Marketing campaigns and trade shows * Regular reporting sessions with CEO, and executive team.   Delta Electric, Gig Harbor, WA.  02/90 to 12/99  Master Electrician/Inventory Control Manager   * Licensed Journey Level Electrician. * Managed/Instructed apprentice OTJ training. * Designed and implemented inventory control system. * Prepared all company vehicles for daily jobs. * Residential new construction wiring. * Residential re-model project coordinator. * Regular interface with State Electrical Inspectors. * Responsible for all raw material and company equipment. | |
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| Education & professional Development | |
| Edmonds Community College, Edmonds Washington  Associate Arts Degree  Forrest Preservation,  **Bosworth and Kenney Solution Selling Training,**  **Microsoft Certified Sales Professional.**  **Symantec Security Sales Partner.**  **Hewlett Packard Certified Sales Associate.**  **Licensed Journey Level Electrician.**  **Cisco Certified Sales Partner.**  **Eagle Scout**  **Avid fisherman.** | |