**JOHN P. BROWN**

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**RELEVANT ACCOMPLISHMENTS**

June 2021 to present **Stay Saver Presenter and Closer** *Las Vegas NV*

May 2019 to January 2021 **Sapphire Resorts Director of Sales** *Sedona, AZ* **Presenter**  *Las Vegas, NV*

Director for entire sales operation, including recruiting, training motivating an organization after a corporate buyout. Responsible for interfacing with contracts, property management, and marketing. Delivered group presentations and closed sales for 15 agents and 2 managers.

August 2016 to Sept. 2017 **Diamond Resorts  *Sales Manager*** *Sedona, AZ*

Responsible for training and motivating team of 6 sales agents and closing sales Delivered Group sales presentations.

July 2014 to July 2016 **Bluegreen Resorts *Sales Manager***  *Las Vegas, Pigeon Forge*

Responsible for training and motivating team of 8 sales agents and closing sales.

May 2011 to July 2014 **Sage Voyager Group  *President*** *Las Vegas, NV*

Primary Podium speaker for Travel Club road shows. Responsible for recruiting, training and motivating 7 front to back closers. Team routinely collected $100,000 weekly in cash for product with average sales price of $4500.

2009-2011 **Bluegreen Resorts** *Las Vegas, NV* ***Sales Manager*** Responsible for training and motivating team 8 of Sales Agents and closing sales.

2005-2009 **Vacation Village Grandview Resort** *Las Vegas, NV* ***Podium and Sales Training Director***

Managed and trained 10 Podium Presenters responsible for generating over 50 million annually in sales volume annually. Trained all New Hires for Front Line Sales to maintain sales staff of over 200 agents generating over 100 million in frontline sales.

2004-2005 **Great Links Resorts** *Lynden, WA* ***Director of Sales*** Responsible for all aspects of sales startup of a points-based company. Developed and managed 3 sales locations including sales, recruiting, sales training and design of all collateral sales materials.

2003-2004 **Fairfield Resorts** *Las Vegas, NV*

***Front Line Sales Manager and In-House Sales*** Front Line: Responsible for closing sales In-House Sales: Responsible for generating sales from existing owners and their referrals

2002-2003 **Leisure Homes Corporation**  *Houston TX* ***Regional Sales Manager*** Stabilized and rebuilt offsite office in Houston, TX. Responsible for all aspects of sales including recruiting and training for 30 sales agents and overseeing total operations of administration and office.

2001-2002 **Trendwest Resorts** *Midwest Region*

***Sales Director-Sales Manager*** Responsible for trouble shooting between four sales centers in the Midwest region with 20 to 30 sales agents at each site. Duties included recruiting, training, podiums and closing sales.

1999-2001 **Marcus Vacation Club** *Lake Geneva, Wisconsin*

***Director of Sales*** Designed and implemented all facets of sales organization and the startup of an 84unit timeshare project with the Marcus Corporation, a publicly held company. Responsibilities included sales production and overseeing registration, contracts and all training of sales agents. Additional start-up responsibilities included the design of all collateral materials and the design of the sales center as well as the Resort. Developed and managed 25 agents and 4 sales managers to exceed all budget expectations.

1997-1999 **Villas on the Lake Sunterra Resorts** *Lake Conroe, TX*

***Assistant Director of Sales*** Hired to facilitate transition after Sunterra Resorts purchased All Seasons Resorts. Increased sales staff from 8 to 30 agents and was responsible for training, conducting sales meetings and producing sales. Team exceeded VPG and volume budget.

1993-1997 **SILVERLEAF RESORTS**  *DALLAS, TX*

***Sales Manager*** Trained motivated and produced sales as well as assisting in increasing revenue and VPG at three sales offices during Silver leaf’s metamorphosis before going public when sales revenue increased from 1 million a month to 1 million per week at each location.

**EDUCATION University of Texas, Austin, Texas** *Major Political Science*

**1985 National Handball Open Doubles Champion**