**John Galavan Resume 2020**

John Galavan

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**SEEKING SELLING OPPORTUNITY: Telemarketing – Telesales**

For 35-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 Regenesis.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