Robert (**Bob**) M. **Staup**

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916-838-8088 mstrstaup@gmail.com

I am looking for a sales/sales management position in a strong, growing and progressive company. I have extensive sales/sales management experience, and current sales experience. I can take the direction of the company leaders and grow in a way consistent to theirs. I have the ability to build trust and rapport with employees and customers in a very short time.

**Employment History**

**Renewal by Andersen –** Laguna Hills, CA Sales July 2019 to present

In-home sales of custom windows and doors.

**Staup insurance Group** – Owner/Agent January 2018 to June 2019. Continued selling insurance throughout southern CA. After careful consideration, I desire a full time position with an existing agency or carrier, or other industry that requires a strong sales manager.

**Security National Life Insurance Company** – Market Sales Director June 2013 to November 2017. Salt Lake City, UT I was responsible for Southern CA, AZ, and NV.

Responsible for marketing, recruiting, interviewing, hiring, training, and supporting insurance agents. Hired about 1000 agents nationwide. I was not limited to hiring only in my territory.

Started with about 20 low-producing agents in 2013 with less than $100,000 AP to over $1,350,000 AP in 2016, with projections of over 1,450,000 production for 2017.

I was also responsible to ride along with many agents, deal with day-to-day, training, questions and issues, and terminate agents when necessary.

**Farmers Insurance** – Insurance Agent June 2012 to June 2013

Citrus Heights, CA

Was responsible for creating a new insurance agency.

**HwyAUTO, Inc**. – Owner/Manager 2007 – 2011

1119 W. Struck Avenue

Orange, CA 92867

Opened a tire and auto repair shop in September 2007

Hired two full-time and two part-time employees.

I ran all aspects of the day-to-day business including sales, marketing, purchasing, customer

service, invoicing, and banking. I performed only minor repairs as I had employees to work on the vehicles.

I built my client base from 0 to about 1000.

I sold HwyAUTO July 15, 2011.

**Business Automation Incorporated** – Western Sales Manager 2001 – 2007

1544 West Yale Avenue

Orange, CA 92867-3448

Sold Metal-Pro, Paper-Pro, and BAI-5000 software to the metal’s, paper, and general industries

which included on-site training and implementation services, design and customization

capabilities, a wide range of today's leading hardware platforms, and on-going support.

I left BAI to open my own business.

**Cherry Ave**. – Moved from V.P. of Sales to C.O.O. during course of employment 1998 – 2001

Irvine, CA

Helped to raise $4,000,000 to buy a Ford-Lincoln-Mercury car dealership in Tell City, IN

Lead a team to build a successful online car buying company, specializing in used car sales.

I ran a sales team of 25.

**Education**

Lakewood High School

Lakewood, CA Graduated with a 3.4 GPA

Included general studies, music, and gymnastics.

Long Beach City College

Long Beach, CA Graduated with 3.5 GPA. I received my Associates Degree in Music with a minor in Air Condition and Refrigeration. HVAC was a 2-year trade school program.

**Accomplishments**

* I have played the trumpet since I was in the 5th grade, a little piano and guitar
* I earned my Master’s degree and 8th degree Black Belt in Kung Fu San Soo in 1996
* I was owner of the Kung Fu San Soo School in Anaheim from 1988 to 1998
* Orange, CA Chamber of Commerce Ambassador of the Year 2009-2010
* Orange, CA Chamber of Commerce Board Member from 2008-2011

References available upon request.