

* Conduct multiple workshops and seminars at vendor show
* Build lasting business relationships through performance and credibility by developing a positive rapport with clients
* Responsible for consistent growth in new business for the territory market share
* Provide profitable quotes and established credit accounts

ASSISTANT MANAGER Oak Harbor, WA

*The Sherwin-Williams Company 2008 - 2019*

* Increased sales associates’ productivity by introducing competitive quota goals and bonus incentive programs
* Train candidates on procedure and best practices via coaching sessions and mentorship leading to 35% gaining promotions
* Coordinated with customer and supply chain to ensure accurate and timely deliveries for large volume government projects
* Enhance employee performance by providing detailed, effective annual evaluations in addition to immediate feedback/coaching
  + - Effectively lead a team and appropriated tasks based on priority and individual abilities
    - Regularly exceeded monthly & project goals and metrics set by management
    - Aided with hiring and training of new staff members on safety and procedures

MACHINE BAY LEAD *Sedro Woolley, WA*

*Janicki Industries 2006 - 2008*

OUTSIDE SALES REPRESENTATIVE Everett, WA

*Hatloes Carpet One – Benjamin Moore 2019 - Present*

Customer Service

Problem Solving

Scheduling/Time Management

Detail Oriented/Analytical

Communication

Decision Making

Self-Motivated

Collaboration

Project Management

Resource Development

Sales & Marketing

LANGUAGES

GREEK - Spoken

PROFESSIONAL EXPERIENCE

SKILLS

MMC / 2019 – 2024

Merchant Marine Credential

TWIC / 2018 - 2023

*Transportation Worker Identification Credential (TWIC)*

CERTIFICATIONS

Utilizing my progressive sales and management experience, along with my education and certifications to build a long-term career with a growing company.

BS / Computer Programming  
Western Washington University

Bellingham, WA  
December 2013

GPA: 3.87

Dean’s List 2011-2013

Marysville, WA 98271

mkk2635@gmail.com

(360) 840-5809

EDUCATION

CONTACT

OBJECTIVE

**Matthew**

**Karageorges**