

Buford Brickey

Customer Service, Sales, Warehouse, and Managment

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Maintain a professional career with a company that will allow me to grow within and face new challenges.

Work Experience

Senior Solar Specialist

Momentum Solar - Tamla

February 2018 to Present

Home Sales, consultant, Team Leadership, and helping more people move toward renewable energy.

Outside Sales Representative

Synergy Lighting - Bradenton, FL

December 2016 to Present

End User Lighting Sales, Customer Service, Customer Relationships, and Account Management

Regional Sales Manager

Sunpro Solar - Mandeville, LA

Present

Regional Sales Manager of North Carolina, Virginia, and Tennessee

Area Sales Manager

United Lighting Sales - West Palm Beach, FL

November 2015 to December 2016

To grow and sell lighting to Central Florida Distributing Customers.

Commercial Account Manager

Batteries Plus Bulbs - Tampa, FL

July 2014 to December 2015

Responsibilities

Over seeing 5 locations, Account Managing, Cold Calls, National Accounts, Working with Vendors, and Presentations.

Accomplishments

Currently growing the business

Skills Used

Travel, Sales, Communication Skills, Portfolio, Excel, Word, Keynote, Lighting Surveys.

Business Manager

Cefco (City Electric Supply) - Orlando, FL
March 2009 to June 2014

Business Manager

- Increase Sales from \$1.1 mil - \$12.6 mil
- Sales Process
- Customer Service
- Overseas Purchasing
- Exporting and Importing
- Inventory Control

Outside Sales

Tamlite Lighting - Port Saint Lucie, FL
February 2007 to March 2009

Increase Sales from \$1.1 mil - \$13.4 mil

Sales Process

Account Management

Branch Manager

City Electric Supply - Lutz, FL
2005 to 2007

Increase Sales from \$3.3 mil - \$9.5 mil

- Inventory Management
- Team Building
- Customer Service
- Electrical
- Sales

Branch Manager

City Electric Supply - Orlando, FL
1994 to 2005

Increase Sales from \$1.3 mil - \$6.0 mil

- Inventory Management
- Team Building
- Customer Service
- Electrical

Education

Diploma

Dobyns-Bennett High School - Kingsport, TN
1993

Skills

- Account Management - Direct Sales - New Business Development - Product Development - Logistics - Strategic Planning - Web Design - LED Lighting - General Lighting - Electrical - Warehouse Management, Excel, Word, Keynote, Indesign, Quoting
- Outside Sales
- Sales Management
- Presentation Skills