**Daniel Giliberto**

562 Pontiac Ln, Carol Stream, IL 60188, Cell: 630-347-4132 : Daniel.Giliberto@yahoo.com

**SUMMARY**

Passionate about growing and improving business with 6 years sales experience. Accomplished business growth through upselling, and prospecting respective contract eligible customers. Leveraged industry leading vendor managed inventory systems to grow Fastenal’s business. Worked at Graybar to help pilot their new sales trainee program. Currently at Quincy Compressor, where I am in frequent communication with service, sales, and operation managers to achieve preset goals. Responsible for prospecting, and creating, a proactive sales process, through self-generated leads or leads from technicians. Constant communication with customers to develop plans in order to help find their service and parts needs.

HIGHLIGHTS

Salesforce Trained

SAP Trained/BPCS Trained

Leader in Graybar’s training initiative

Consistent year over year sales growth

Responsible for 600k in accounts

Expertise in all industrial business

Professional Experience

**Inside Sales CTS (Parts and Service)**

March 2020 – Present

**Quincy Compressor –** Addison, IL

Responsible for parts and service sales in Quincy Compressor’s North region. Negotiated service contracts with customers in varying industries. Worked with technicians to coordinate strategies to develop action plans. Communicated between the service team, and customers to create problem solving solutions for emergency service. Field inbound phone calls, and upsell to one of three service agreement options. In the first 7 months, grew the territory 31 percent over the previous year’s number of $396,809.

**Sales Associate**

November 2014 – March 2020

**The Fastenal Company –** Hanover Park, IL

Responsible for managing store’s retail inventory that totaled $1,000,000+ per year. Helped meet monthly goals. Contributed sales that help set branch records that totaled $240,000 a month. Worked with manufacture reps to grow new areas of business. Managed storeroom for largest VMI account at Hanover Park location, weekly invoices totaling $10,000. Handled largest vending accounts at West Chicago and Hanover Park locations. Worked with engineered blueprints to find the correct product needed for the customer.

**Sales Trainee**

January 2017- October 2017

**Graybar Electric –** Glendale Heights, IL

Developed an understanding of the Graybar sales process involving industrial OEM/MRO customers. Learned and practiced the importance of developing career improvement processes. Worked with Graybar management to approve upon new hiring procedures focusing on developing critical success factors. Developed networking skills within the industry through trade shows and customer interaction. Participated in training seminars with industry leaders in innovation such as Philips Lighting, Eaton, Bussmann, Panduit, and Schneider Electric.

Education

**Aurora University –** Aurora, IL

January 2018 – December 2019

Graduated with a Major in History, and a Minor in Pre-Law. Graduation GPA: 3.7

**North Central College** – Naperville, IL

September 2015- June 2016

Worked to complete a double major in Economics and Marketing.

**College of DuPage** –Glen Ellyn, IL

August 2013- 2015

Accomplishments

* Grew YTD sales each month while at Quincy Compressor
* In the first 3 months signed more contracts than the entire region the year prior
* Created a time saving solution when quoting our largest reseller account
* Team lead in training coworkers on salesforce and 8x8 phone system
* Graduated Cum Laude from Aurora University.