

Objective

A seasoned Territory Manager And Marketing Executive with 7 years of management experience in a wholesale environment, with advanced abilities in areas such as marketing, sales, product management, and profit responsibility. Successfully introduced new products, developed/implemented marketing strategies, managed key accounts, and prepared budgets. Possesses strong management skills developed through progressive levels of responsibility, and the ability to develop and achieve executive-level objectives within a team environment.

Skills

Wholesale Prospecting, Sales, Territory Management, Customer Service, Training, Event Planning

Work Experience

Regional Territory Manager

ABC Corporation - April 2015 – Present

- Responsible for driving business from the distribution channel to the dealer channel into the installer segments of the builder channel.
- Creating a presence in the marketplace to develop brand recognition through product placement on projects specification of product through architectural involvement and education.
- Working with regional and national builders for product acceptance towards specification.
- Establishing and maintaining client relationships while increasing sales and development.
- Establishing and maintaining excellent client relationships to identify and solve customer needs.
- Ensuring all paperwork is correct and completed prior to the end of each business day.
- Gathering data on clients and their markets, reporting back to the company allowing them to create new business strategies, conduct market analysis and develop new and improved ways of marketing their products.

Associate Territory Manager

ABC Corporation - September 2007 – August 2010

- Achieved targets for retail & wholesale sales and profits by developing relationships.
- Built plans with retailers to execute on corporate initiatives that support the implementation of key performance drivers, growth plans, B2B, Supply place and other sales initiatives.
- Incorporating the appropriate KPIs to assist retailers to grow and achieve their goals while maximizing their market potential.
- Worked under the guidance of Project Management and the New Business teams to drive overall territory penetration.
- Supported Territory Representatives when called upon for higher level support to help meet the unique needs of retailers in their territories.
- Developed and executed sales call cycle/plans with assigned retailers to meet the needs of each growth plan established for his / her retailers.
- Submitted and monitored the call reports, sales information, weekly call plans, Concur expense, GE mileage reports and overall usage of Salesforce.

Education

Bachelors Of Science in Business Administration And information Technology - September 2001(Kaplan College - Roswell, GA)Master's in Sciences - (Institute - S - San Jose, CA)