

Sammy Gaither

Sales & Marketing Manager - AIM Sports Inc

Cucamonga, CA
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A seasoned professional and effectual leader with a proven ability to exceed:

- Passion for gaining personal relationships with clients
- Extensive aptitude for understanding clients needs
- Perform tasks assigned with little or no supervision
- Excellent sales customer service skills

Authorized to work in the US for any employer

WORK EXPERIENCE

Sales & Marketing Manager

AIM Sports Inc - 2012 to Present

Firearms accessories manufacture specializing in tactical rifle and shot guns accessories, Handle all international sales and trade shows, including domestic manufactures shows. Duties are to manage sales and marketing staff, Establishes and adjust selling prices by monitoring costs, competition, and supply and demand.

- Manage sales and marketing dept.
- Handle all international sales and trade shows
- Motivate and train sales and marketing teams
- Create sales goals daily and monthly
- Solve dept. and customer issues
- Hire and train new sales reps
- Manage independent manufacturing reps

marketing specialist

CA. Company - Laguna Hills, CA - 1996 to Present

has been around since 1996 with 12 sleep facilities. Performed overnight sleep diagnostic testing for adults in lab or patients home 3 or 4 days and worked as marketing specialist 2 days a week marketing company services to physicians & various facilities. Followed up with clients to answer questions and generate referrals.

Key Achievements

- Earned position as one of the top sleep Technicians
- Trained new sleep techs to perform clean studies and troubleshoot equipment
- Successful Closing bid proposals to physicians groups and IPA's
- Established new areas to market company services

Temp

Hollister Construction Company - 2010 to 2011

General work which includes demo and repair of drywall, fix rain damaged walls and floors, install ceiling tiles and assist job superintendents whenever needed.

Marketing Specialist/Patient Service Rep

Serenity Sleep & Neurodiagnostic, Inc - 2005 to 2010

A sleep and neurodiagnostic company based in Orange County with a specialty in pediatric sleep diagnostics. Performed company presentations to doctors with information about Serenity's sleep testing services. Generate doctor referrals and build personal relationships with doctors and front office personnel. Handled patient inquiries or concerns, scheduled patients for sleep studies. Maintained computer systems and website for sleep studies and office.

Key Achievements

- Frequently setting up doctor patient referrals the first meeting
- Rapidly networking with doctors in the same facilities to expand services
- Excellent customer services skills dealing with patients needs and inquiries.

Sleep Technologist & Marketing Specialist

New Millennium Diagnostics - 2003 to 2005

EDUCATION

License in Engineering

University of Sounds Arts

SKILLS

Sales Management (10+ years), Sales (10+ years)

CERTIFICATIONS

Life, Accident & Health

October 2015 to Present