

Jordan S. Turcott
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Employment

EVAPAR After-Market Sales December 2019 - Present

EVAPAR, Fort Wayne, IN - Responsible for maintaining current service customers and prospecting new service customers.

Major Accomplishments:

- 20% increase in business during COVID-19.
- Successfully won contracts with two customers the branch had been after for 5+ years

MCS Student Support Specialist August 2016 - December 2019

MCS, Marion, IN - Worked with students in many different capacities at Justice Intermediate School, McCulloch Junior High School, and the Detention Center to increase their ability to succeed. Lead groups with students focusing on life skills.

Major Accomplishments:

- Developed relationships with students and taught them skills to increase positive behavior, resulting in reduced referrals

MHS Campus Life Director October 2015 – August 2016

BIGJAWS Youth for Christ, Bluffton, IN – Developed healthy relationships with students to help young people make good choices, establish a solid foundation for life, and positively impact their schools. Engaged the young people wherever they are found as lifelong followers of Jesus Christ.

Major Accomplishments:

- Developing students' new relationships with and continuing to mentor the students' growth with Jesus Christ
- Developing new partnerships with churches around Marion to create safe and loving atmospheres for students

Sales Manager January 2015 – April 2015

Collins Wireless Entertainment (CWE), Marion, IN - Developed sales opportunities for Dish Network and consumer electronic products. Managed sales representatives for the company.

Major Accomplishments:

- Developed revenue-generating business customers and enabled those partners to produce residential customers by acting as another sales outlet for CWE
- Managed regional territory to exceed quota and oversaw accurate revenue forecasting for the region
- Refined our fundraising opportunity resulting in the best attendance to fundraising events

Account Representative January 2012 – January 2015

Collins Distribution, Formerly CVS Systems, Inc, Marion, IN - Managed and developed over 75 accounts across Indiana and Kentucky. Discovered new accounts and cultivated them across the same territory. Increased sales and productivity of these accounts.

Major Accomplishments:

- 20%+ increase in YoY sales each year during employment
- First YoY growth exceeded 50%+ in assigned territory
- Generated the most new retailers and new sales in both 2013 and 2014

Night Watchman / Fill in Houseparent April 2010 – January 2012

White's Family and Residential Services, Wabash, IN - Assured security within a cottage during the night hours. Performed room checks on the youth every half hour throughout the night to ensure safety. Did a nightly count of medications to determine correct counts.

Education

Butler Web Dev Bootcamp

Online March 2021 - Sept. 2021

Grade 97%

Indiana Wesleyan University

Marion, IN 2006 - 2011

Bachelor of Psychology, *GPA 3.49*

Marion High School

Marion, IN 2002 – 2006

GPA 3.96

Special Skills

- Quality people skills, with a strong ability to inspire and persuade.
- Skilled in both Windows and Microsoft.
- Programming in HTML, CSS, Javascript, Node.js, express, MySQL, MongoDB, and React

References

Zac Lloyd

Senior Account Executive, Marketing Cloud

Salesforce

zlloyd@salesforce.com

(765) 506-0931

Mark Kerwin

IN/KY Territory Manager

Collins Distribution

mark.kerwin@collinsdistribution.com

(765) 661-8169

Stuart Moses

Coach and Mentor

(765) 661-5424