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# Objective

Team-player with excellent history of effectively assessing customer’s needs, closing sales with a winning attitude and strong work ethic, prioritizing goals to achieve superb Software and Data Programming skills.

# Skills & Abilities

* Plan optimization specialist.
  + Planning out my upcoming week with a ToDo list to achieve client and business satisfaction.
* Outgoing individual with strong communication skills, including written and verbal.
  + Using excellent resolution and negotiation skills that was able to resolve difficult situations.
* Ability to maintain a large customer base by utilizing organization and communication skills.
* Uses strong listening skills to recommend quality products and services while increasing company sales goals.

# Experience

## 2019-Current Affordable Mulch Walton Hills. OH

## *Sales Manager/GM*

* Increased Sales buy $215,000 from March 2019-January 2020
* Of that $215,00, $150,000 was Gross Profit
* Brought in 10 new Bulk Products to keep customers from shopping at other Landscape Supply Companies.
* Handle all materials purchasing and update costs and resale pricing.
* During the week I make over 100 cold calls on my cell phone, following up on quotes and prospecting new business.
* Establish on average 5-10 new accounts by stopping into local Landscapers, Distributors and Municipalities.
* Also, self-trained myself to sell Fisher Plows which this was the most profitable season yet.

## 2012 – 2019 Kurtz-Bros, Inc. Independence, OH

### Outside Sales Rep- Distributors, Stores and Sports Turf

* Increased base-book sales from $850,000 to $3.6 million dollars during my time as a sales representative.
* Established on average 25-30 new accounts per month while prospecting on the road and over the phone with landscapers, distributors, home builders and sports turf facilities, providing price quotes for those interested and upsell materials in order to consistently increase revenue.
* Maintained excellent customer service with existing accounts by providing continuous updates to pricing sheets, new material information, material quality, and distribution of purchased materials.
* Provided assistance to store managers in regard to building new customer base, increasing retention, and profit dollars.
* Assisted in service at retail stores in a managerial capacity.
* Named Employee of the Month twice in 2018 and Employee of the Week more than 5 times in 2018.
* Successfully completed the Challenger Sales Model training in 2018.

#### 2008 – 2010 Tru-Green ChemLawn Brunswick, OH

### Sales Technician

* Business to Business and Business to Consumer Sales.
* Developed maintenance schedules to accommodate customer preferences.
* Achieved the 3rd lowest cancellation rate in the company for the fiscal year 2009.
* Enhanced customer loyalty through customer satisfaction surveys.

#### 2007 – 2008 Alltel Communications Solon, OH

### Sales Consultant

* Interim Manager in 2008.
* Cash-Box auditing and control on a regular basis.
* Recognized growth opportunities and formulated personalized recommendations to increase the average ticket sale of each consumer.
* Recognized as the top salesman in the company for Q1-2008.
* Resolved customer concerns while maintaining a high level of customer service and professionalism.

# Education

## Summer of 2019 –Cuyahoga Community College Parma, OH

### Concentration in Business Administration

### Challenger Sales Model 2018.

### Dale Carnegie Sales 2017.

# Additional Skills

Proficient in using Microsoft Office suite (Word, Excel, Outlook, PowerPoint); CRM programs including HubSpot and ZoHo.

Highly talented at multi-tasking within different programs.

# Leadership

Volunteer T-Ball Coach/Manager.

Volunteer Soccer Coach.

# References

### References available upon request