






# OLIVER BROWN

## Roofing Sales Representative

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 LinkedIn: linkedin.com/in/oliverbrown |  Available for Travel (VA, MD, PA)

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## PROFESSIONAL SUMMARY

Results-driven Roofing Sales Representative with 6+ years of experience in residential and commercial roofing sales. Proven track record of exceeding sales quotas by 25% consistently, with expertise in storm damage assessment, insurance claim processes, and customer relationship management. Strong technical knowledge of roofing materials, installation processes, and building codes combined with exceptional communication and negotiation skills.

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## CORE COMPETENCIES

### Sales & Business Development

- Consultative selling and needs assessment
- Lead generation and prospecting
- Contract negotiation and closing
- CRM management (Salesforce, HubSpot)
- Territory management and expansion

### Roofing Industry Expertise

- Storm damage assessment and documentation
- Insurance claim processing and advocacy
- Material knowledge (asphalt, metal, tile, TPO)
- Roofing system design and specifications
- Building code compliance and permitting

### Technical Skills

- Roof measurement and estimation software
  - Drone inspection and photography
  - Project management and scheduling
  - Quality control and safety protocols
  - Warranty and maintenance programs
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## PROFESSIONAL EXPERIENCE

### Senior Roofing Sales Representative

**Roof-ER** | Richmond, VA | March 2020 - Present

- Generate \$2.5M+ in annual sales revenue through strategic prospecting and relationship building
- Maintain 95% customer satisfaction rating while managing 150+ active accounts
- Conduct comprehensive roof inspections and provide detailed estimates using industry-standard software
- Collaborate with insurance adjusters to ensure accurate claim settlements, resulting in 90% approval rate
- Mentor junior sales representatives and contribute to team training programs
- Develop and implement territory expansion strategies across VA, MD, and PA markets, increasing market share by 18%

#### Key Achievements:

- Exceeded annual sales targets by 30% for three consecutive years
- Recognized as "Salesperson of the Year" in 2022 and 2023
- Maintained highest customer retention rate on team (92%)

### Roofing Sales Consultant

**Roof Docs** | Baltimore, MD | June 2018 - February 2020

- Managed residential and light commercial roofing sales across Maryland and Pennsylvania markets
- Conducted storm damage assessments and guided homeowners through insurance claim process
- Achieved 87% close rate on qualified leads through consultative selling approach
- Maintained detailed project documentation and coordinated with installation teams

- Participated in trade shows and community events to generate brand awareness

### **Key Achievements:**

- Increased territory sales by 45% within first year
- Established partnerships with 5 insurance agencies for referral programs
- Completed over 500 successful roofing projects

### **Sales Associate**

**The RoofER** | Norfolk, VA | January 2017 - May 2018

- Sold exterior home improvement products including roofing, siding, and gutters
  - Developed strong foundation in residential sales and customer service
  - Learned construction industry fundamentals and project management basics
  - Achieved 120% of sales quota in final 6 months
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## **EDUCATION & CERTIFICATIONS**

### **Bachelor of Science in Business Administration**

University of Texas at Arlington | Arlington, TX | 2016

### **Professional Certifications:**

- GAF Master Elite Contractor Certification (2021)
- OSHA 30-Hour Construction Safety Certification (2020)
- National Roofing Contractors Association (NRCA) Certification (2019)
- Haag Engineering Storm Damage Assessment Certification (2019)

### **Continuing Education:**

- Advanced Roofing Sales Techniques Workshop (2023)
  - Insurance Claim Process Certification (2022)
  - Drone Pilot License - Part 107 (2021)
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## **TECHNICAL PROFICIENCIES**

- **Software:** Salesforce CRM, AccuLynx, EagleView, Xactimate, JobNimbus, Microsoft Office Suite
  - **Equipment:** Drone operation, moisture meters, infrared cameras, digital measuring tools
  - **Materials:** Extensive knowledge of GAF, Owens Corning, CertainTeed, Carlisle, and Firestone products
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## ACHIEVEMENTS & RECOGNITION

- **Top 5% National Sales Performance** - Apex Roofing Solutions (2021-2023)
  - **Customer Service Excellence Award** - Summit Roofing (2019)
  - **President's Club Member** - Three consecutive years
  - **Storm Response Team Leader** - Led emergency response efforts during major weather events
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## PROFESSIONAL AFFILIATIONS

- National Roofing Contractors Association (NRCA) - Member since 2018
  - Texas Association of Roofing Contractors - Active Member
  - Dallas-Fort Worth Sales Professional Network - Board Member (2022-Present)
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## REFERENCES

Available upon request