John Hickey

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Regional Sales Manager Profile

*Accomplished and growth-focused professional with extensive experience in sales and business development for high growth organizations. Repeated success identifying new business opportunities, developing profit generating sales strategies, and securing bottom line in a highly competitive market. Adept at building, coaching, and overseeing sales teams, conducting ongoing performance evaluations, and executing strategic action plans to ensure top-flight performances. Strong communication and interpersonal skills combined with the ability to build robust relationships and effectively manage competing demands result in the achievement of challenging goals.*

— Areas of Expertise —

Strategic Sales Planning & Execution | Revenue & Profit Growth | Exceeding Sales Targets

Consultative & Solution Selling | Performance Optimization | Relationship Management

Staff Training & Development | Team Building & Leadership | Issues & Problem Resolution

— Career Accomplishments —

Credited with achieving 63% sales growth during pandemic.

Rendered exceptional customer service that reduced cancellation rate from 33% to 13%

Recognized for delivering training to 3500+ sales representatives on closing better sales leads.

Professional Experience

Champion Window and Home Exterior Piedmont, SC

**District Sales Manager** 10/2018 to Present

Recruit, hire, and coach new sales representatives, while executing new sales training techniques to drive business growth and achieve targeted sales. Streamline onboarding process for new installers and sub-contractors. Evaluate key performance metrics through sales performance reviews. Assist senior management in estimating future sales by creating monthly and yearly sales forecast.

*Key Accomplishments:*

* Improved finance utilization by 7% and deposit by 9%.
* Implemented new virtual appointment process during pandemic that generated more revenue and profit.

Empire Today LLC Piedmont, SC

**Area Sales Manager** 01/2016 to 09/2018

Managed and maintained all aspects of customer relationships in new leads. Organized and led weekly sales meeting to discuss sales strategy and performance goals. Ensured better sales management and coaching through ride-along. Addressed and resolved customer’s issues/service request tickets via phone call. Employed new sales strategies and processes across potential markets. Tracked new leads throughout the day to ensure sales representative’s times and all appointments in two-hour window. Arranged weekly coaching calls in collaboration with managers to secure deals and attain high margins. Performed monthly audits to identify key areas of improvement to increase business growth. Provided all training classes to new sales representatives.

*Key Accomplishments:*

* Grew business by expanding into new markets.

Spencer Pest Services | Scotts/Trugreen Lawn Service Piedmont, SC

**Commercial and Residential Sales** 01/2015 to 12/2015

Visited customer’s home and business place to sell pest services and fix their problems. Resold service contracts to customers via cold call, while proposing multi-unit proposals. Educated customer on services and built value in service.

*Key Accomplishments:*

* Increased sales volume by $1.8M.

Two Guys Pressure Washing LLC | Roll Out Auto Sales LLC Piedmont, SC

**Co-Owner** 10/2011 to 01/2015

Recruited, interviewed, and hired new employees, as well as devised and executed marketing plans to ensure business success. Assisted in acquiring all necessary licenses, bonds, and insurances. Propelled business growth through property and inventory management. Conducted collection calls and field visits to generate new leads. Developed and strengthened strong working relationships with surrounding businesses for potential growth.

*Additional experience as* ***General Manager*** *at TMX Finance, as* ***Buyer*** *at A&K Auto Sales and Leasing, as* ***Store Manager*** *at RadioShack Corp, as* ***Commercial Sales*** *at D&D Ford*

Education and Credentials

**Diploma in Xyz**

Wren High School, Location

Professional Development:

Sales Completion - 30 Day Sales Training