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| John Hickey  1230 Davis Rd Piedmont SC 29673 · 864-417-9508  Johnhickey3rd@gmail.com · https://www.linkedin.com/in/john-hickey-795542a8 · |
| I am a highly driven, goal oriented and ambitious senior sales manager with a proven history of exceeding goals and achieving high performance out of my sales team. I am seeking a regional sales manager position with a fast-growing home improvement company where I can utilize my strengths and innovative thinking to help improve the company’s sales growth. |

# Experience

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| 10/2018 – Currentdistrict sales manager, champion window and home exterior  * Recruiting and assisting in onboarding new sales representatives. * Assisted in onboarding new installers and sub-contractors. * Continued training with sales representatives in the office and in the field. * Implemented new sales training techniques that have helped with retention and sales performance. * Monthly sales performance reviews and game plans * Performed P/L reports * Submitted monthly and yearly sales forecast * Assisted in open A/R * Help control open installation backlog and scheduling. * Achieved 63% sales growth during pandemic * Lowered cancellation rate from 33% to 13% * Increased finance utilization 7% and deposit 9% * Implemented new virtual appointment process during pandemic |
| 01/2016 – 09/2018Area Sales manager, empire today llc  * Audit leads the night before and early AM in CRM to make sure the best representative is assigned to the correct lead for the best optimal allocation. * Manually track leads throughout the day to audit the sales representatives times to make sure that the representatives will make all appointments in two-hour window and to make sure sales representatives are calling from every home to help close the sale. * Coach sales representatives over the phone, in the office, during our weekly training classes, and out in the field to help boost performance. * Perform all training classes for incoming new sales representatives. * Work with recruiter daily to help recruit the best possible candidates for the area. * Perform sales meeting every week where we go over accolades of the week as well as additional training to boost self-generated business, selling financing, getting deposits on every job, closing, and coaching the importance of going to every appointment and calling from every house. * Submit payroll and spiffs weekly. * Assign and perform ride a longs with sales representatives for additional training. * Call customers, resolve sales issues, and help close any service request tickets. * Go to other markets and help train previous or incoming sales representatives. * Track daily, weekly, monthly, and yearly performance. * Sales forecasting * Monitor lead count to make sure we do not have more leads than sales representatives. * Audit previous day’s sales to make sure jobs were sold correctly, and use any mistakes as a coaching session. * Take calls from sales representatives in the field to offer support and help close all deals. * Visited markets and helped implement new strategies and processes. * Weekly coaching calls with my managers to help boost closing and hold greater margins. * Quarterly national sales call where I spoke to 3500+ sales reps on how to become a better closer. * Monthly audits of my markets to find areas to improve to grow the area and business.  04/2015 – 12/2015commercial and residential sales, spencer pest services  * B2B * Inspect customers home or place of business and sell services required to fix their problem or upsell current customers to better services * Cold call cancelled customer and resell service contracts * Proposed multi-unit proposals * Door to door * clover leafing * Measured homes and business for services * Educated customer on services and built value in service  01/2015 – 04/2015commercial and residential sales, scotts/trugreen lawn service  * B2B * Prospected new territories to market * Cold call cancelled customer and resell service * Set marketing plans and sales plans for sales team * Door to door * clover leafing  01/2013 – 01/2015co-owner, two guys pressure washing llc  * Interviewed new hires * Hired new employees terminated employees * Set marketing plans and executed them * Door to door * Clover-leaving * Marketed and prospected new territories * Estimates * Book Keeping * Payroll * B2B  10/2011 – 12/2014co-owner, roll out auto sales llc  * Interviewed new hires * Hired new employees terminated employees * Set marketing plans and executed them * Helped acquire all necessary licenses, bonds, and insurance to open * Financially backed business in obtaining property and inventory * Purchased inventory and helped sell inventory * Performed vehicle appraisals on trade ins * Performed collection calls and field visits * Book Keeping * Payroll * Built relationships with surrounding businesses in area for growth potential * Preformed finance in house and 3rd party  04/2010 – 10/2011general manager, tmx finance  * Maximized profits by managing expenses and renegotiated prices with vendors * Sent to troubled branches where I hired new staff trained them and had branch running with efficiency and had profitability by the time I moved to next branch * Took worse branch in region and made branch of the region in two months with new customer service representative and no assistant manager * Assisted in interviewing and hiring/terminating of employees * Trained staff, set schedules, approved payroll, and managed all collections kept charge offs under 2% * Preformed profit predictions every month along with potential charge off reports * Appraised vehicles * Approved and denied loans * Processed loan applications * Preformed collection calls and field visits  10/2007 – 03/2010buyer, a&k auto sales and leasing  * Purchased automobiles through auto auctions * Trained new buyers * Acquired 10 new clients * Top buyer 2008  09/2006 – 10/2007store manager, radioshack corp  * Top 3 in sales and dollar per hour in region * Managed 6 employees * Preformed scheduling, payroll, shipping and receiving, planograms, and training * Preformed all sales reports and loss prevention statements  12/2002 – 01/2005commercial sales, d&d ford  * Salesman of month first month in sales * Highest gross per sale * Salesman of the year 2004 * Acquired city of Greer commercial contract |

# Education

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| june 2002diploma, wren high school 3.8gpa letterman in varsity football, baseball, track and field. |
| december 2002sales completion, world wide sales corp. 30 day sales training class I had to complete in order to start employment with D&D ford. |

# Skills

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| * Microsoft office * Hub spot certified | * Able to adapt quickly * Persuasive * Persistent |

# Activities

I love to listen to sales podcasts and sales/management audiobooks. Powerlifting is a passion along with playing team sports whether with my church or company. Also like to volunteer with Habitat with humanity and with the Haiti fund at my church organizing local fund raising events.