

Sales / Project Manager Resume

Title

Sales / Project Manager

Primary Skills

15 yrs self-motivated, competitive and consultative professional with a track record of increasing sales productivity

Location

US-PA-King of Prussia

Posted

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RESUME DETAILS

PROFESSIONAL EXPERIENCE

Jarvin Consulting LLC, King of Prussia, PA
Owner/CEO (04/2010 - Present)

Perform strategic consulting management, marketing and sales, project development, and motivation services for clients in the Philadelphia Region. Specialties include sales operations, CRM integration and deployment, event management, and product development.

Comcast, Philadelphia, PA
Sales Force Automation Project Manager (5/2010 - Present)

- * Helped to define the strategy, direction, structure, processes and standards for the software and associated hardware used within the Direct Sales organization.
- * Managed the Software Development Life Cycle (SDLC) components for a sales force automation (SFA) system, including but not limited to the development of use cases, process maps, requirements documentation, test plans, deployment plans, and support processes.
- * Created and managed project plans, specifications, milestones, and deliverables, and reported status to key stakeholders regularly.
- * Managed teams of business analysts, subject matter experts, technical and functional architects, developers, data specialists, quality assurance testers, trainers, and support staff.
- * Identified potential roadblocks to program success and drove issues to resolution.
- * Managed Salesforce.com deployment to 3500 Direct Sales Representative

General Sports Venue/AstroTurf, King of Prussia, PA
Director of Northeast Sales/PA, NJ, DE Sales Manager (09/2007 - 04/2010)

Managed and sold synthetic turf in the Northeast United States for a leading manufacturer of synthetic turf products with over \$100 million in annual revenue. Hired, trained and developed fulltime sales representatives, independent sales consultants, and channel distributors. The Northeast territory exceeded sales and net profit contribution quota the last three year while implementing several sales procedures and spearheading CRM system introduction, training, and compliance.

- * Exceeded all net profit goals every year
- * Increased sales from \$3m to \$16m in 2008
- * Increased sales 13% in 2009
- * Spearheaded US Communities contract bid award
- * Negotiated contract with two distributors that resulted in higher profit margins, less exposure, and lower overhead

Sprinturf Inc, Wayne, PA

Director of National Sales (03/2005 - 09/2007)

Responsible for all sales activities for a top tier synthetic turf company in the United States, from developing leads to final contract review. Managed and trained 20 Sales Representatives, two fulltime Sales Directors, three inside Sales Representatives, and three Sales support agents to record sales in 2005 and 2006. Work with team of three to acquire a GSA schedule and CMAS contract. Developed, implemented and managed a streamline process that united Sales and Operations together in one process that greatly reduced redundancy and profit loss.

- * Increased net profit by 20% in 2005
- * Increased net profit by 25% in 2006
- * Converted legacy CRM to Salesforce.com

BISG, Boca Raton, FL

Interim Vice President of Sales and Marketing (06/2004 - 04/2005)

As a consultant, I drove the Sales and Operations departments of this top ranked insurance software and IT company. By creating and implementing processes and procedures and rolling out a national sales and marketing initiative, I increased company presence in the small space of online life insurance quoting software that resulted in 200% growth in less than a year.

- * Converted CRM from Goldmine to Salesforce.com
- * Accompanied engineers on all hardware demonstrations
- * Handled all Sales and Marketing tasks while developing new company profile
- * Converted 22 contracts in less than a year which doubled company's portfolio

Ipipeline, Exton, PA (10/2001 - 6/2004)

Director of Sales

Was hired as a Sales Representative in 2001 and was promoted to Director of Sales in 2002. Hired and trained three independent sales reps in two years that were responsible for doubling revenue during that time. Surpassed all company revenue and profit goals and raised company to its highest levels since inception in 1994.

- * Responsible for achieving sales quotas in the life insurance carrier and wholesale insurance technology market
- * Educated insurance professionals by presenting products and answering technical questions and concerns
- * Coordinated sales efforts with a team of representatives in an effort to better achieve sales objectives
- * Worked directly with CEO and CMO on all company Sales and Marketing initiatives

Capitol Web Design, Dickson City, PA (8/1997 - 10/2001) Marketing and Sales Director/Co- Founder

With the help of the money from the sale of our senior year text books and cash advances from a couple of credit cards, Capitol Web Design was born in 1997. I was responsible for all sales and marketing while my partner handled all of the design and IT services. During our four year run I sold over 200 clients in five counties in PA and NJ. The company was later sold to a national IT firm for over seventeen times original investment while being profitable all four years.

- * Call on small to medium size businesses that currently did not have a web presence in Eastern PA and NJ

- * Developed and implemented marketing and advertising strategies

- * Ran introduction meeting to Operations and moved on to next sale

EDUCATION

Pennsylvania State University, Abington, PA

Bachelor of Science in Business Administration - (1996)