

SEAN E. BRAVAKIS

74 Pershing Road • Windsor Locks, CT 06096 • seanbravakis@gmail.com • 860-462-7038

Sales • Support • Management • Customer Service Specialist

Areas of Expertise

- Customer Service
- Inside Sales
- Office/Retail Management
- Inventory Management
- Payroll/Budgeting
- Territorial Outside Sales
- Marketing/Grass Roots
- Human Resources/ Employee Training
- Accounts Receivable/Accounts Payable
- Service Delivery /Product Allocation

Key Competencies

- Effective and Clear Communicator
- Time Management Skills
- Detail and Task Oriented
- Excellent Interpersonal Skills
- Type 75 + w.p.m.
- Able to Work Successfully on a Team or Independently
- Problem Solving Skills
- Loyal and Dedicated, Able to Keep Confidences
- Advanced PC/Mac Literacy (Word, Excel, PowerPoint)
- Goal Oriented

Professional Experience

Northeast Area Representative U.S. New Account Representative

1/11-Present

Premium Golf Management Company Ltd. www.accragolf.com

Territorial customer service and sales for established Top 50 accounts in New England, New York, New Jersey and Pennsylvania. Attract, qualify, and open new accounts in entire United States. Marketing of AC by Accra shaft line. Assist in development of new product based on field research and client feedback.

Key Contributions:

- Area sales up 20% in 2011 over 2010.
- AC by Accra – 2011 sales and units surpassed 2010 YTD totals by the fall of 2011.
- PGMC experienced record setting sales month in May.
- Opened new accounts in Hartford, Boston, New York City, Atlanta, Pasadena, Venice, Detroit, Dallas, Virginia Beach, Akron, and Cheyenne

North American Sales Representative Northeast Area Representative

1/11-Present

Miura Golf www.miuragolf.com

Maintain and service established key vendors in New England, New York, New Jersey and Pennsylvania. Establish and maintain new accounts in entire United States and Canada. Assist area accounts in marketing and promotions including demo days and Internet advertising campaigns.

Key Contributions:

- Miura Golf sales in 2011 were up 55% from 2010
- Added new key accounts in Toronto, Ottawa, Lexington, Providence, Los Angeles, Portland, Albany, and San Antonio

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page two • seanbravakis@gmail.com • 860-462-7038

International Select Club Fitter Liaison Northeast Area Representative

1/11-10/11

Bettinardi Golf www.bettinardi.com

Open and maintain new club fitters accounts in New England, New York, New Jersey and Pennsylvania. Attracting and opening new accounts worldwide. Conduct demo days and product knowledge sessions with vendors and consumers.

Key Contributions:

- Bettinardi sales doubled in 2011 versus 2010
- Opened up new accounts in Boston, Dallas, Providence, Toronto, Ottawa, Seattle, Albany, Buffalo, Greenwich, Hong Kong, and Austria

Inside Sales/Customer Service/Office Manager

4/07-12/10

Premium Golf Management Company Ltd. www.accragolf.com

Responsible for overseeing and performing all daily operations of a \$2 million dollar wholesale golf company—all customer service, sales and order entry. New Account creation. Perform business accounting (A/R, A/P). Product development and testing. Responsible for marketing and sales packages. Product allocation.

Key Contributions:

- Became “face of company” for four years as Premium Golf Management Co. Ltd. outgrew it’s home based location and moved into a state of the art office/fitting studio with multiple employees
- Premium Golf Management Co. Ltd. has experienced double digit growth every year in business.
- Orchestrated successful release of new products through grass roots marketing (phone/email campaigns)

Store Manager

9/99-4/07

Store Assistant Manager

6/99-8/99

Reebok International

Oversaw all day-to-day operations of a 7500 square foot retail store. Responsible for all human resource activities (recruiting/hiring/maintaining/training/payroll). Maintaining store inventory level and store presentation. Responsible for all store accounting/budgeting and marketing.

Key Contributions:

- Received company wide recognition in 2005-06 and 2006-07 for reaching sales and shrink goals.
- Using effective grass roots marketing ran two of the most successful Special Event Days in company history
- Succeeded in turning a temporary clearance store location into a permanent profitable storefront

Front Desk Attendant/Relief Duty Manager

4/97-6/99

Prince George Hotel

Responsible for all hotel activities (guest check-ins/reservations, group event management). Training all new staff.

Key Contributions:

- Major player in the successful reopening of a historic hotel (originally built in 1809)
- Developing team leading and customer service skills.

EDUCATION

1993 – University of Hartford • Bachelor of Arts • Communication Major • Cum Laude • Baseball team member

December 17th 2010

ACCRA

Monday
Minute

The ACCRA
Monday Minute
is
Private and
Confidential

Greetings and Salutations,

As the holidays quickly approach, it is a busy time here at PGMC's home office. Planning for 2011, handling one of the craziest 2 week sales stretches in our history, and now..... changes internally to ensure that we can continue to improve our service levels.

Next week we say "so long" to our good friend Sean Bravakis..... **well kind of!**
Sean has decided to move back to his home town in Connecticut.

Sean has been a big part of our growth during the past, almost, 4 years. Certainly, anyone who has become involved with ACCRA or KBS in the past few years, has experienced a great deal of contact with Sean and we have been fortunate to have his daily input as part of the PGMC/ACCRA team. Certainly club fitters have benefitted from his passion for the golf industry and the consistently high levels of service he provides.

This could be the point of this letter where we "wish Sean the very best in his new career" **but wait!** We're not letting him go that easy! Sean will be beginning a new career for himself, but a big part of that will continue to be with PGMC/ACCRA.

Sean will be acting as an agent, handling new club fitting accounts in the US and will certainly be spending a great deal of time visiting club fitters in the north east region of the US. Sean will still remain involved in many aspects of our business so although he may be "out of sight", he certainly will NOT be "out of mind".

Sean will be involved in several aspects of the component industry and we are quite sure that he will have great success and happiness back in Connecticut.

Sean will be in the office until Tuesday December 21st, then will be moving immediately following the holidays. Once he is set up with a new contact information, we will pass that on. Until then please use his email address any time as that will not be changing.

We do request that any orders for product that you normally send to Sean, could you please copy them to christine@accragolf.com and gawain@accragolf.com just to ensure that we don't miss anything during this time of transition.

So, when it is all said and done, Sean is not really going anywhere, he is just taking a new role with our company and we are extremely excited to allow Sean to do what he does best, and that is deal directly with club fitters and ensure that we can exceed your service expectations.

Sean will be with us at the 2011 PGA Merchandise show, and obviously at our Golf day on Tuesday January 25th (almost full!), so please stop by and say hi!

As for the holiday season.....

**PGMC will be closed....
Friday December 24th
Monday December 27th
Tuesday December 28th
Friday December 31st
Monday, January 3rd**

If you have any orders that you need looked after during this time, please email me at gawain@accragolf.com and we will do our best to get the order to you.

We are constricted by shipping companies during this time, but we will do our best to get all orders out.

We will also be checking messages on our phone periodically during these days and will try to look after everything that we can.

Thank you for your understanding!!!