**CHARLES L. SPERRY**

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**Hackensack, NJ 07601**

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**Achievements**

* Development of forecast models and execution of plan to launch a new service in Metro NY. Enabled Purolator USA to develop appropriate pricing levels for the new service.
* Successful roll out and execution of tactical sales plan for new Next Day Express service offering. Led sales team of 5 Account Executives to meet revenue and margin goals.
* Executed 'Guide to Action Sales Process' at Thermo-Fisher Scientific that included pipeline management, needs discovery, data analysis and pricing request protocols.
* For Priority Express Courier, successfully implemented CRM tracking tool that served as template for capturing, tracking and monitoring customer engagement activities by sales representatives. Benefited senior leadership’s ability to forecast budgets, sales expectation criteria and allocate resources for customer acquisition

T**HERMO-FISHER SCIENTIFIC Swedesboro, NJ**

**Senior Account Manager** 2013 - 2016

Sales leader responsible for exceeding the acquisition and production expectations

that includes revenue, margin, and customer satisfaction deliverables.

Collaborate with Operations and Client Services to provide consultative selling of

Thermo-Fisher Scientific services to new and existing enterprise accounts.

Identification and assessment of strategic options and business opportunities for

Priority Solutions International. Focus in Specialty Logistics and Premium Courier

in Life Sciences arena.

Support of Senior Management in development of overall company strategy and

tactics, including the creation of marketing initiatives for sale of logistic solutions

by US sales.

**Achieved 110% of Goal for 2014 and 102% of forecasted Goal in 2015.**

**PRIORITY EXPRESS COURIER Edison, NJ**

**Sales Manager** 2011 - 2013

Sales leader of 4 Outside and 1 Inside sales representatives for Premium

Courier company.

Duties included sales process execution of same day-courier deliveries. Provided

sales team of 4 Sales Representatives with expertise in account acquisition and

negotiations.

**Attained 105% of forecast in 2012. Exceeded $1M in new business revenue in 2012.**

**PUROLATOR USA New York, NY**

**Manager, Business Development** 2008 - 2011

Sales leader responsible for development and roll out of U.S. small package/Express to

Canada. Consultative selling of new services/solutions to existing top-revenue producing

accounts.

Coached, mentored and, monitored 5 Major Account Executives with an annual business

plan of generating $2M first year revenue for Express Services in 2010.

**Achieved 104% of forecast in 2008, and 103% of forecast in 2009 on forecast of $1M.**

**NEW PENN MOTOR EXPRESS New York, NY**

**Sales Manager**  2003 - 2007

Led sales team responsible for boosting gross margin, sales revenue and volume with new

and existing major accounts.

Coached, mentored and, monitored 8 NPME Account Executives with an annual business

plan generating annual sales of $20 million.

Development of sales force to ensure effective identification of opportunities; development

and implementation of business plans; presentation of proposals; and effective use of sales

accountability tools.

**Exceeded sales forecast, achieving minimum of 102% of goal 2005 through 2007 on**

**$500K net new revenue goal per rep. $4.0M forecast.**

**UNITED PARCEL SERVICE New York, NY**

**Strategic Account Manager** 2000 – 2003

Responsible for increasing revenue and volume with new and existing major accounts for

territory by providing quality transportation/shipping solutions that met client needs.

Attained 110% effectiveness in Won/Loss bids, 82% effectiveness in converting B2B

customers to UPS online technology, and exceeded revenue and volume effectiveness by

115% in all product categories (Air, Ground, and International).

**UNIVERSITY OF VIRGINIA (MBA) Charlottesville, VA**

**Colgate Darden Graduate School of Business**

*Master of Business Administration. Concentration in Marketing and, Finance.*

**NORTHWESTERN UNIVERSITY (BA) Evanston, IL**

**Bachelor of Arts**

*Emphasis in Political Science and Economics*