

Jay G. Powell

Grapevine, Texas 76051 • jay.powellcs@gmail.com
417-629-6885

Professional Experience

Velux Skylights Southwest Region (TX, AR, OK, LA)
Field Sales Representative June 2021 - Present

Represented and sold the Velux skylights product line which consisted of skylights and sun tunnels.

Key Roles:

- Prospect for new opportunities for skylights with roofing contractors and roofing suppliers.
- Maintain relationships with current contractors, distributors, and architects.
- Achieved 13% over quote in 2021.

Carpenter Company Texas, Louisiana
District Sales Manager Feb 2021 - June 2021

Represented and sold the Carpenter EPS insulation product line which included roofing, construction, and packaging segments.

Key Roles:

- Prospect for new opportunities within the EPS insulation market segment.
- Maintain relationships with current contractors, distributors, and fabricators.
- Handle all pricing requests and educate the customer on the product and company.

Tamko Building Products LLC Dallas/Fort Worth, TX
Territory Manager 2015 - July 2020

Represented and sold the Tamko Building Products product line which included roofing, waterproofing, and composite decking.

Key Roles:

- Oversee and supervise the daily operations of one and two step distribution
- Maintain relationships with current contractors, builders, and architects
- Created product pull-through distribution

Education

UNIVERSITY OF MISSOURI 2015
Bachelor of Arts; Economics

- Member of Alpha Gamma Sigma Agriculture Fraternity