

Cortney Winger

Phoenix, Arizona Area

District Sales Manager at Dacor

Summary

15 years of professional experience in sales and marketing focused on luxury appliances.

Responsibilities include planning, directing, and coordinating the actual distribution or movement of products and services through industry partnerships and account relationships.

Experience includes - Regional and Sales Management - Relationship Building - Floor Merchandising - Advertising and Marketing Support - Account Management - Product and Program Training.

- Managed a multi-state sales territory.
 - Territories Managed - Utah, Colorado, Arizona, New Mexico, Las Vegas and El Paso.
 - Distributor experience building and developing revenue growth for new brands.
 - Branch Management Experience - Managed two high volume retail branches, managing sales associates, growing market share, and increasing revenue and manufacturers relationships.
 - Manufacturer Direct Representative - Managed multi-state territories for two appliance manufacturers.
 - Fostered relationships with Account Managers and Sales teams.
 - Supporting company products, programs and promotions with accounts.
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Experience

District Sales Manager at Dacor

April 2018 - Present (11 months)

Territory Manager at Mode Distributing

September 2016 - April 2018 (1 year 8 months)

Branch Manager at Monark Premium Appliance Co.

July 2014 - September 2016 (2 years 3 months)

Regional Sales Manager at Miele

July 2005 - April 2013 (7 years 10 months)

Sales Manager at Sears Holding Corp.

March 2003 - July 2005 (2 years 5 months)

Recruited to participate in Sears Executive Management Training program. Transferred to Arizona to complete the initial training. Recruited to the Flagstaff, Arizona location as the Brand Central Sales Manager, responsible for 70% of store sales (appliances and electronics). Responsible for daily sales goals, including ancillary sales opportunities. Managed 15-25 consultative sales associates, including the recruiting of new employees and coaching them for success.

Owner/Operator at Canyon Springs Candle Co.

May 2000 - March 2003 (2 years 11 months)

Owner/operator of a candle manufacturing facility. Developed manufacturing processes unique to the industry. Research and Developed unique product offerings. Traveled for trade shows in the gift market to promote and sell product line. Managed the day to day business operations and manufacturing facility. Company was sold for a profit after building the customer base in a five state area.

Marketing Assistant at Nature's Way Products, Inc.

October 1997 - May 2000 (2 years 8 months)

Supported the marketing efforts within the department. These efforts in effect, supported the outside sales team. Reviewing product labels, building POS displays, supporting customer requests, and traveling to set up new store locations.

Technician at Flowserve

August 1991 - October 1997 (6 years 3 months)

Responsible for assembling on/off control valves for the chemical industry. Supervised the swing shift crew, managing the operations and production schedule to maintain product flow and customer orders. This was my employment while attending Utah Valley University. They allowed me to work the swing shift so I could attend classes during the day.

Education

Utah Valley University

BS, Business Management with a Marketing Emphasis, 1994 - 2000

Mountainview High School

High School Graduation, Business, 1984 - 1987

Activities and Societies: I had the opportunity to participate with the business department while I earned my high school diploma with a business emphasis.

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2 people have recommended Cortney

"I worked with Courtney for a few years. He is a great problem solver and does what he says he is going to do!"

—Kirk Smith, Provo Store Manager / Sales, Mountain Land Design, was with another company when working with Cortney at Miele

"Cortney's dedication to Customers, his attention to detail, his ability to listen to what clients & counterparts need, and he has outstanding ability to identify win-win situations in complex scenarios - making him an outstanding individual. Cortney has a solid work ethic, maintains high ethical standards, and demands a great deal from himself as well as those around him. Cortney is an individual with great skills & possesses a real vision for success. Any organization would be lucky to have him."

—Mark Greenwalt, Central Region Sales Manager, Nichiha USA, worked directly with Cortney at Miele

Norman Shultz

Lewisville, Texas

Account Management # Marketing Strategies # Sales Analytics # Dealer Networks # Distribution Models

Summary

As an accomplished Senior Sales & Marketing Leader, I offer record of success building and leading high-performance Sales organizations generating up to \$38 million in revenue.

My specialized expertise lies in developing and executing high-growth sales strategies in the Household Appliance industry.

Throughout my career, I have been consistently regarded as a leader who leverages sound business acumen and industry expertise to lead customers down the path to purchase and guide strategic business planning to maximize revenue, improve market share, and increase profitability.

HIGHLIGHTED QUALIFICATIONS

- ✓#Dynamic leader with an aptitude for developing depth of talent through mentoring and training to enhance performance and enable sales professionals to contribute to organizational objectives in increasingly effective ways
- ✓#Recognized for continuously meeting and exceeding revenue performance targets and developing key relationships with customers and dealers
- ✓#Record of creating and executing business strategies that drive market penetration, facilitate client development, and create sustainable profitability
- ✓#Two-time Fire and Ice Award Winner

SPECIALITIES

- Revenue Growth Strategy
- P&L Budget Management
- Relationship Management
- Residential Building Products
- Performance Management
- Consultative Sales Models
- Two-Step Distribution
- Market Segmentation
- Customer Needs Analysis
- Sales Team Leadership

- Coaching & Mentorship
 - Showroom Retail Hand-Off
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Experience

Territory Sales Manager at SubZero / Wolf S.C.

2005 - Present (14 years)

Manage new business development while driving organic growth of existing accounts to increase overall territory volume and sales revenue.

- Deploy sales strategies which have resulted in closing several new million-dollar accounts and facilitated over 530% revenue growth, from \$6M to \$38M during tenure
- Leverage extensive industry partnerships with authorized dealers and client relationships in the DFW market to create the largest revenue market in a five-state region
- Maintain dealer satisfaction, build customer relationships, and review sales productivity/performance data
- Developed and implemented a new product knowledge and sales skills training program which was rolled out to thousands of sales professionals nationwide
- Instrumental in opening the Dallas showroom, representing the largest of its kind in the industry

Territory Sales Manager at Freed Appliance Distributors

2003 - 2005 (2 years)

Doubled the growth of the Central Texas market within two years through strategic account planning, sales strategies, and targeted sales programs. Developed sales incentive programs and in-store/dealer product promotions, built strong customer relationships, and developed consultative sales training to increase close rates.

Territory Sales Manager at Texas Sales and Marketing

2001 - May 2003 (2 years)

Managed a dealer sales network covering San Antonio, Austin, and the Rio Grande Valley.

Drove new account sales, maintained dealer satisfaction, and implemented customer service improvement strategies.

Education

College of San Mateo

Norman Shultz

Lewisville, Texas

Account Management # Marketing Strategies # Sales Analytics # Dealer Networks #
Distribution Models



1 person has recommended Norman

"Norman exemplifies the best traits in a business partner. He understands how to develop and maintain a long term relationship that is beneficial to both parties."

—Andy Silcox, District Sales Manager, BSH Home Appliances Corporation, was with another company when working with Norman at SubZero / Wolf S.C.

Jeff Woolman

Naples, Florida Area

Regional Sales Manager - Southeast - Builder Channel at Samsung Electronics America

Experience

Regional Sales Manager - Southeast - Builder Channel at Samsung Electronics America

July 2018 - Present (8 months)

Account Manager - Builder Channel at Samsung

August 2016 - June 2018 (1 year 11 months)

Sales Manager at Mullet's Appliances

September 2015 - August 2016 (1 year)

Naples' Premier Luxury Appliance Dealer.

Store Manager at Sears Hometown and Outlet Stores, Inc.

January 2009 - August 2015 (6 years 8 months)

Responsible for overseeing the daily operations of the Lapeer Sears Hometown Store since 2009.

Lead the store to obtain Premier Status within my first quarter. Serves as the point of contact between Sears Holding, my employees and customers. Responsible for the development, building and implementation of our training program in the store. Oversees the scheduling, management and payroll. Ensures that customer satisfaction is our highest priority.

President at OnSite Energy

May 2010 - May 2013 (3 years 1 month)

Established and manage this early stage biodiesel processor company. Managed two USDA funded projects with Michigan Corn Growers Association (MCGA), evaluating utility and design features for automated, small volume, processors; surveyed farmers, designed, field-tested prototype, developed industrial grade commercial product; developed partnership with BioFuels group at MSU; built sales and marketing team; in process of developing early technology adopter relationships.

Petty Officer Second Class, at U.S. Coast Guard

April 2002 - April 2008 (6 years 1 month)

Served as Operations Officer/Deck Force Department Head and was responsible for a 15 man crew for all safety training and operations at a small boat Coast Guard station. Managed and reformed station personal protection equipment. Served as the Training Officer for the station and local Coast Guard Auxiliary and was an instructor for boating safety courses. While at Station Marquette, performed over 150 Search and Rescue Cases as both a Coxswain and an Officer of the day. Was the station Weapons Petty Officer responsible for station armory and conducted over

250 Law Enforcement Boardings as Boarding Officer. Received the Army Achievement Medal and Coast Guard Achievement Medal and was honorably discharged.

Education

University of Michigan-Flint

Bachelor of Business Administration (B.B.A.), General Business, 2009 - 2013

Activities and Societies: Student Veterans of America

Jeff Woolman

Naples, Florida Area

Regional Sales Manager - Southeast - Builder Channel at Samsung Electronics America



David Karigaca

San Francisco Bay Area

Regional Sales Manager - Northern, CA at Miele USA

Experience

Regional Sales Manager - Northern, CA at Miele

November 2018 - Present (4 months)

National Key Accounts Manager at Miele

January 2017 - November 2018 (1 year 11 months)

Appliance Division Manager - West Coast at Miele USA

October 2015 - January 2017 (1 year 4 months)

Business Development Manager at Miele USA

March 2015 - October 2015 (8 months)

Territory and Project Manager at Miele USA

April 2013 - March 2015 (2 years)

Territory & Builder Manager at Sierra Select Distributors - Miele Division

2006 - April 2013 (7 years)

Gallery Manager at Sierra Select Distributor

November 2006 - January 2008 (1 year 3 months)

Education

San Jose State University

BA, Cultural Anthropology

David Karigaca

San Francisco Bay Area

Regional Sales Manager - Northern, CA at Miele USA

