

# Josh Stafki

**Account Manager | PPE & Safety Sales Specialist**

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## PROFESSIONAL SUMMARY

Dynamic and results-driven Account Manager with extensive experience in personal protective equipment (PPE), particularly hand protection. Adept at building strategic partnerships, delivering customized safety solutions, and driving sales growth. Known for engaging clients across industries—from industrial to healthcare—to adopt innovative PPE products. Proven track record at Globus Group and Global Glove & Safety.

## EXPERIENCE

### Retail Accounts Manager – Globus Group | Ramsey, MN

March 2025 – Present

- Developed and nurtured relationships with distribution partners across the Midwest, driving territory growth and brand awareness
- Consultant with industrial and medical clients to assess PPE needs, creating targeted glove and eye-protection programs that enhanced safety compliance and reduced workplace incidents.
- Guided partners in deploying strategic alliances with manufacturers, ensuring high-quality equipment and consistent product availability.
- Orchestrated training sessions and toolbox talks to reinforce correct glove usage and selection, increasing adoption among end-users and enhancing injury prevention.
- Achieved measurable increases in sales volume and partner profitability through solution-based selling and proactive territory coverage.

## SUPPLEMENTAL EXPERIENCE

### Assistant General Manager | Caribou Coffee

Minneapolis, MN | September 2024 - March 2025

### Warehouse Operator / Order Picker | Medline Industries LP

Rogers, MN | September 2024 - March 2025

### Customer Service Lead | The Home Depot

Elk River, MN | April 2023 - October 2024

### Deli Clerk | Coborn's Inc

Princeton, MN | April 2021 - April 2023

## SKILLS

Leadership & Team  
Management

Data Analysis & Statistical  
Concepts

Customer Service & Conflict  
Resolution

Inventory Management

Microsoft Office Suite

Communication & Public  
Speaking

## EDUCATION

**High School Diploma - 2023**

**Seton High School - Front  
Royal, VA**

**3.86 GPA**