

Jason South

Objective

To obtain a career with a growing and thriving company and help deliver the best solution for each and every client.

Professional experience

- Self directed and motivated
- Consistent, productive and successful in growing and managing client base.
- Successfully grew sales, lead sales teams, managed office & yard, and kept great relationships with vendors and customer.

March 2022 – present Darragh Company Memphis, TN

Outside Sales

- Build & grow customer base

October 2019 – March 2022 Acme Brick Company Memphis, TN

District Manager

- Manage office, sales, and distribution yard/inventory
- Ensure we meet or exceed plan and coordinate inventory
- Maintain & Build relationships with vendors and customers

March 2016 – September 2019 Delta Industries Memphis, TN

Sales Manager

- Increased customer base and doubled sales
- Made customer calls, prepared bids, follow through with bids, scheduled deliveries, field verification & follow up on test
- Prepare backlog, oversee dispatch and collections

October 2000 – March 2016 Acme Brick Company Memphis, TN

Outside Sales

- Market to new and existing clients
- Customer Service, Estimator, Coordinate Deliveries, Handle Product Complaints, and Collections
- Managed and grew a profitable client base
- President club qualifier

Sept 1998 – Oct 2000 Arkansas Industrial Machine Inc. Little Rock, AR

Outside Sales

- Cold called on new clients and managed an existing client base
- Covered a large territory in SW Arkansas
- Managed large number of product lines

1995-1998 Arkansas Tech University

1993-1995 Three Rivers Community College

- Bachelors Degree in Management & Marketing
- Baseball scholarship