**David Ireland**

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**Qualifications**

* Inside Sales strategic planning and support for outside sales reps
* Strategic planning and Logistics with a Fortune 500 Company.
* Accounts Payable and Accounts Receivable through various positions
* Sales of oil packers and shareholder relations with oil & gas companies
* Current AMA member since January 2014
* Currently pursuing a degree in accounting in pursuit of a CPA.

**Education**

Liberty University, B.S. Marketing Graduated: May 2014

Liberty University – Online, B.S. Accounting Anticipated Graduation: Dec 2017

**Employment History**

**Inside Sales Representative**  January 2017 – Present

Nature’s Way Resources – Conroe, TX

* Selling commercial landscaping supplies to companies in the Houston area.  
  Managing sales and revenue for multiple outlets including oil & gas and the food industry.  
  Maintain consistent relations with vendors in order to meet sales quota and revenue goals.  
  Manage ISR's and logistics for cross company functionality.

**Estimator**  October 2016 - February 2017

Wisenbaker Builder Services - Houston, TX

* Create estimates for all major homebuilders in the state of Texas. Enable the application of all Wisenbaker interiors and exteriors to be installed in the home to match the build spec provided by the individual or home building company.

**Rental Shop Supervisor/Assistant Manager**  November 2015 - May 2016

Wintergreen Resort - Wintergreen, VA

* Manager to over 50 employees while providing service to an average of 1500 guests on a daily basis. Sales reports and budget information is reported weekly to rental shop managers overseeing the shop and the ski school

**Sales Intern** June 2015 - October 2015

Company: Packers Plus - Houston, TX

* Market research analysis with direct reporting to the Global sales manager and the Global Sales Director. Competitor analysis was performed for each oil service company in relations to Packers Plus. Hedge information was performed for all financial managers and analysts.

**Insurance and Contract Coordinator** March 2015 - June 2015

Mainstreet America - Houston, TX

* Worked with accounting, purchasing and marketing to keep contracts and insurance up to date for over 750 vendors. Direct and indirect relations with almost 200 vendors on a monthly basis. Insurance was maintained for each vendor based on yearly renewals and confirmation.

**Business Strategic Analyst** July 2014 - October 2014

Company: Baker Hughes Incorporated - Denver, CO

Profitability analysis for the Western US by analyzing proposals and invoices from the sales team. Information was presented to shareholders on a weekly basis. Quarterly reports followed the fundamental guidance for each quarterly reference margin along with the financial involvement each stakeholder represented.

**Professional Skills**

Microsoft Office

Marketing Research

Data Analysis

Cost Accounting

QuickBooks Pro

Sales and production Timetables

Finance Reports

SEO

Salesforce.com

ProSeries Tax Forms

Adobe Acrobat

Adobe Dreamweaver

SPSS

Financial Analysis