

HR SERVICES SALES CONSULTANT

Executive Profile

Passionate, high performing sales professional with 10 years executive experience building best in class sales organizations in multiple business units. Able to communicate a clear, strategic vision leading to consistent top line growth. Accomplished C-suite relationship builder instrumental in key account acquisition.

Skill Highlights

- New business development
- P&L Management
- Turnaround & high growth strategies
- Matrix management
- Budgeting & forecasting
- Training & development
- Recruiting and staffing
- Motivational leadership

Core Accomplishments

- 9 Presidents Clubs, 2 Diamond Level - Top 5%
- #1 Regional Sales Manager - Deep Clean FY16
- Reduced sales rep turnover to 17% FY15
- #1 Cross selling market for Cintas FY14
- Sales Manager of the Quarter Q3 FY11, Q4 FY12 - Mid Central Region Sales
- Sales Manager of the Quarter - Corporation Q3 FY11
- Promoted 6 employees to leadership positions - sales, marketing & operations
- Experienced classroom instructor in Requirement Based Sales for Uniform Rental, Facility Services, Document Management, FAS, and Deep Clean, Winning the Complex Sale, Sales Leadership College

Professional Experience

Oshkosh Corporation Olympia , WA HR Services Sales Consultant 02/2016 to Current

- Cold-called prospective customers to build relationship
- Evaluated competitors and performed market research.
- Achieved 115% sales quota

Premium Retail Services Anchorage , AK Regional Sales Manager - Deep Clean Division 06/2015 to 01/2016

Developed and directed strategy to deliver over \$2 million new business sales through effective hiring, sales professional development, key account acquisitions and improved communication with operations teams

- #1 ranked Regional Sales Manager - Deep Clean
- Exceeding new business projections by 25%
- 21.68% growth in new business versus FY15
- #1 ranked net income 21.75%
- Tasked with improving training and development material for new Sales Specialists

Ben Bridge Jeweler Glendale , CA Director of Sales - Mountain Group 06/2012 to 05/2015

Led team of 8 sales managers, 62 sales reps and 15 sales support employees delivering over \$25 million in new business sales for the Mountain Group while reducing turnover from over 31% to 17%

- Exceeded new business projections FY15
- Top line revenue growth over 14% FY15
- Delivered .83% below net income FY15
- Increased new business performance 11% year over prior FY14
- Top line revenue growth 8% FY14
- Exceeded net income projections by 2% FY14
- Exceeded total new business projections by 5% FY13
- Top line revenue growth over 8.2% FY13
- Delivered results .05% below selling expense projection FY13

Cintas Document Management City , STATE Regional Sales Manager 06/2009 to 05/2012

Led team of 10 sales professionals selling document shredding, document storage, imaging and data back up services. Excelled at earning key accounts in F-1000, healthcare, financial, and insurance verticals

- Finished with the #1 Shredding Rep - Mid Central Region FY12
- Exceeded document shredding new business projections by over 15% FY12

- Exceeded new business projections by 50% in document storage FY12
- Exceeded new business projection by 15% FY11
- Exceeded new business projections by 31% FY10
- Finished with #1 Storage Sales Rep & #1 Shredding Sales Rep in the corporation for FY10
- Columbus, Cincinnati & Dayton locations won Outstanding Achievement Award FY10, FY11, FY12
- Led monthly corporate wide document storage training call focused on skill development, product knowledge and motivational leadership

Cintas - Rental & First Aid City , STATE Market Sales Manager 12/2005 to 05/2009

Transformational leadership taking a perennial nonperforming team. Led team of 7 sales reps in First Aid and Safety, Uniform Rental and Facility Services. Responsible to deliver \$1.5 million in new business sales

- Exceeded new business projections FY07
- Location won Outstanding Achievement Award in FY08 & FY09 for growth in Profit & Sales
- Built winning culture with multiple sales reps achieving Presidents Club FY06, FY07 & FY08

Cintas - Facility Service And Uniform Rental City , STATE Sales Professional 09/2001 to 11/2005

New business sales rep consistently exceeded goal through high activity with cold calls, phone blocks, referrals, new presentations, key account acquisitions and superior territory management

- Presidents Club FY03, FY04, FY06

Education

Bachelor of Arts University of Cincinnati , City , State

- The Pi Kappa Alpha Fraternity - External Vice President
- Archbishop Moeller High School - freshman & JV assistant football coach

Professional Development Courses

- Winning the Complex Sale - Instructor
- Requirement Based Sales - Instructor
- Sales Leadership College- Instructor
- Competitive Selling - Instructor
- Meticulous Hiring
- Winning Negotiations
- Six Sigma Green Belt
- Executive Presentation Skills
- Creating an Executive Presence - Dale Carnegie Training
- HBDI Whole Brain- Hermann International
- Creating an Issue Free Environment
- Mastering Emotional Intelligence (EQ)