

Brandon Marlatt
832-542-0089
brmarlatt@gmail.com

Objective:

To obtain an Inside/Outside Sales position where my consultative approach and strong communication skills will increase company revenue and create sales.

Qualifications:

10 years of experience both inside and outside. Military Veteran with a proven history of exceeding expectations. As a consultative problem solver and creative thinker I have always been in the top 14% nationwide and as high as top 5% over 1800 peers while at Cintas.

Experience:

Account Manager, Labor Finders of Pasadena; Pasadena, TX - 2015 - 2017

Meeting with current customers and cold calling providing solutions for labor needs for mostly blue collar commercial and industrial companies

- Total account penetration by consulting and educating current customers on all services offered.
- 2017 bonus for account retention and an increase in account orders by more than 125%
- 2016 bonus for account retention and business development increase over trailing 12 months.

Territory Sales Representative, Cintas; Houston, TX — 2010 - 2015

Responsible for meeting and exceeding sales goals offering uniform, protective apparel and ancillary programs for commercial and industrial businesses.

- Over 5 yrs. documented sales success in a cold calling environment.
- Excellent phone skills, experienced in managing sales funnels and pipelines in tandem with monitoring my personal monthly and quarterly activity to include forecasting.
- 2015: Biggest target sale: Clear Lake Regional Hospital \$8700/week for 36 months generating a 71% net profit margin.
- 2014: Sales were 131% to quota.
- Many awards including most installed accounts nationwide (177 offices). Earned many personal letters of appreciation from many upper level executives including President of Sales Todd Schneider.
 - 2015 Fiscal Q1 Award \$9100
 - 2014 Fiscal Q1 Award \$3,125
 - 2013 Fiscal Q1 Award \$3,000, Q3 Award 2,975
 - 2012 Fiscal Q1 Award \$3,250 Q4
 - 2011 Most Accounts Sold System wide (177 Locations), Fiscal Q4 Award 3,600

Locomotive Engineer, Union Pacific Railroad; GJ, Colorado - 1998 - 2010

Successful transportation of freight, hazmat, coal, etc. working in team environment with Conductor, Dispatcher and other train crews to safely and effectively navigate the mountains of Colorado.

- 3 promotions in 8 years
- Position consisted on call 24/7
- Communicated closely with Rail Traffic Controllers, Federal Railroad Administration Officers.

Education

Metropolitan State College of Denver, Denver, CO - Communications

Skills

Cintas Certificate of Achievement for Sales Training (Cintas: Recognized annually by Selling Power Magazine for their sales training and development.)

Dale Carnegie Sales Course

Leadership training and development, U.S. Army

Proficient Microsoft Office/ Mac

References: Will Gladly Provide