

Curtis E. Finnell

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Objective

To obtain a career with a company that provides opportunities for professional advancement while promoting career goals.

Experience

January 2013-Present

The Tool & Gage House:
Rep

Inside Sales/Customer Service

- Industrial distribution sales experience with an emphasis on multiple product, technical and commodity sales.
- Provide direct support to assigned Outside Sales Representatives.
- Recommend, prepare and submit product, technical and pricing information; conduct comparative pricing analysis, track and follow up on the status of outstanding quotes and orders..
- Perform daily office tasks including but not limited to: purchasing, sales, quoting, expediting, spot buying, inventory sourcing and new customer and vendor set up..
- Work closely with customers to provide specific industrial tooling technical information as well as value added solutions.
- Manage requests from IQS accounts (integrated sales accounts), which included Caterpillar, Schaeffler and Eaton Supercharger.
- Manage company's top accounts with a monthly average of \$175,000 and up to \$250,000 total sales.

Jan 2010-Dec 2012

Time Warner Cable:

Broadband Technician

- Troubleshooting/repairing and installation of Digital Cable and Video, Digital Phone Service and Internet High Speed Data Service.
- Test equipment to adjust signal strength and ensure optimum reception and tests Quam frequencies to detect and correct any errors affecting signal.
- Installs equipment, network interface units and service drop lines from telephone poles and Peds to residential dwellings and multi-dwelling units.
- Set up and encrypt wireless networks for customers.
- Accountable for referring problems between the tap and head-end to plant

technicians.

- Performs QA inspections when at the home and submits required reports.
- Communicates with customers on-site, encouraging them to upgrade equipment or service packages.

October 2001-January 2010

Charlotte Towing & Transport:

Owner/Partner

- Secure and negotiate contracts, including proposals for government procurement.
- Manage employees and accounts including payroll, billing, dispatch, recruitment and continuing employee training and education.
- Manage rates and logistics for over the road trucks and equipment hauls.
- Manage truck and employee DOT compliance including IFTA quarterly reports and securing of overweight and out of state permits.
- Set up maintenance schedules for all company vehicles and equipment including light- duty to heavy-duty trucks.
- Improving and developing client/customer relationships through feedback and follow up.

Education

East Carolina University 1991-1996

B.A., Psychology

Minor, Sociology

Skills

Epicor P21

Microsoft Word

Microsoft Outlook

PeopleSoft