

MARCUSGRISWOLD

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OBJECTIVE

Highly motivated individual with strong people skills, attention to detail, problem solving skills, and a solid sales background looking to effectively maximize sales targets / and generate new customers, while maintaining existing contracts/clients.

PROFESSIONAL EXPERIENCE

Phillips Manufacturing Company March 2018 - September 2018
Outside Sales Representative

Responsible for introducing, developing, maintaining, and managing a comprehensive marketing presence in specified territories involving drywall construction materials. (NC, SC, VA, MD)

Responsible for:

- Developing and maintaining regional market knowledge of pricing, AEC (with architects, engineers, and contractors) and distributor preferences
- Initiating, prospecting and closing distributor sales opportunities
- Initiating, prospecting and developing influence with AEC's
- Marketing ongoing accounts and develop all possible business opportunities with designated region
- Developing sales campaigns to accommodate goals of the company, seeking input from, and work with, Regional Sales Manager, inside sales, and marketing
- Providing on-going communications to Regional Sales Manager regarding agendas/feedback for regional strategic plans

Achievements:

- Accomplished 110% of my sales quota within the first month with the company
- Overcame obstacles with new and existing customers, knowing we weren't price competitive, to persuade them to continue having us as their supplier

OR Laser Inc. August 2015 - July 2017
East Coast Sales Manager

Provide technical information and selling of highly technical laser machines including welding, marking/engraving, cutting, etc. and related equipment.

Responsible for all phase of the sales process including:

- Prospecting/engaging clients
- Conducting demos
- Participating in expo's
- Managing final contract negotiations

Achievements:

- Travel and visit to new and existing customer for meeting tours and providing information to meet customer's needs
- Travel and visit customers and compete on site with demo's on signature laser machines with technicians
- Attend prospecting trade shows throughout the US to intrigue attendees

Meusburger Inc. US December 2013 - July 2015
Midwest Sales Manager

Provide technical information and selling of injection mold bases, stamping dies, and components to ensure customer satisfaction

Responsible for the active search, introduction, education, negotiation and complete sale of products including:

- Lead generation and follow-up
- Attended trade shows and acquired customer interest while presenting info and product displays
- Represented company through product presentations and customer meetings

Achievements:

- Contact proper contacts to setup meetings and discuss selling points to meet their needs
- Attended prospecting trade shows throughout the US to intrigue attendees.
- Traveled and visited new and existing customers with meeting tours in sales territory area (IL,IA,MN,WI)

Roadmaster Active Suspension July 2012 - December 2013 *Cold Calling/Telephone Sales*

Responsibilities:

- Cold calling with Lead qualification and generation
- Following up with existing customers to upsell stock of kit inventory
- Providing service excellence, ensuring overall customer satisfaction
- Broad knowledge of the principles and practices of telemarketing

Achievements:

- Calling prospecting customers throughout the US for lead generation
- Selling to customers to become prospecting dealers for the company with selling of POS displays and stock of parts for inventory
- Following up with prospecting customers to ensure overall satisfaction of the product and business

BJ's WHOLESALE CLUB June 2006 - June 2012
Tire Sales/Customer Service

Responsibilities:

- Assisted customers in selecting correct tires
- Handled and resolved customer complaints
- Performed tasks such as estimating distances, tire sizes and quantities and determining materials required to perform related work activities efficiently and effectively

TECHNICAL SKILLS

- High-tech Laser machines technology
- Microsoft Office (Microsoft CRM, ACT, Citrix Navision, Windows 10)
- Customer Relationship Management (CRM)

EDUCATION

South Mecklenburg High School - Charlotte, NC
Diploma - 2006