

# JOSHUA JOHNS

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## PROFESSIONAL SUMMARY

Highly motivated, reliable Sales and Customer Service Rep with a record of successfully meeting and exceeding set goals. Inventory management, merchandising, shipping and receiving experience also.

## SKILLS

- Various types of Sales
- Account development
- Excellent Customer Service
- Team leader
- Inventory management
- Proficient in MS Office
- CRM
- Team Building
- Positive and friendly
- Goal-oriented
- People-oriented
- Excellent work ethic
- Responsible and reliable
- Sports Science/Coaching education
- Highly competitive

## WORK HISTORY

### Commercial Sales Rep

01/2018-Present

HomeTeam Pest Defense-St. Louis Mo.

- Cold call potential clients
- Meet monthly and annual sales quotas
- Provide excellent sales pitch
- CRM
- Excellent territory management
- Build relationships to maintain customer loyalty

### Outside Sales Rep

02/2016-09/2017

Voss Lighting- St. Louis Mo

- Manage downtown territory
- Maintained current customers
- Meet monthly and quarterly sales quota
- Average 13 new customers per quarter
- Use Iphone and Ipad to be efficient in daily duties
- Effectively present product and layouts to fit the customers needs and desires
- Led the company in project sales in 2016
- Doubled the monthly sale in 1.5 year time span
- Build relationships to ensure customer loyalty
- Cold call businesses in the territory

*The Jack Olsta Company - Huntsville Tx.*

02/2015-01/2016

- Supervised material flow, storage and global order fulfillment.
- Redirected shipments en route in response to customer requests.
- Picked products for specific routes according to pick sheets.
- Led warehouse improvement initiatives to advance operational efficiencies.
- Conducted monthly inventories of materials on the work floor.
- Picked up incoming stock and delivered materials to designated locations.

## **Sales Rep.**

*State Farm Insurance Company - Montgomery Tx*

03/2014 - 02/2015

- Used the knowledge of products and the customers needs to manage their every day risks in property, casualty, life and health.
- Sold auto, home, life and other various insurance products to individuals and affinity groups within assigned territory using consultative selling techniques.
- Developed and maintained long-term relationships with policyholders and small business entities.
- Led the sales team every month in both number of policies and premiums sold.
- Worked with the sales team and manager to establish new techniques for follow up on new and old leads.
- Provided excellent customer service to ensure the loyalty of our book of business.

## **Morning Freight Associate, MET Team**

*The Huntsville Home Depot - Huntsville, Tx*

01/2010 - 03/2014

- Answered customer questions regarding store merchandise, department information and pricing.
- Organized store merchandise racks by size, style and color.
- Created visual marketing and styled window displays.
- Assembled promotional displays, including quarter and full-size point of purchase displays.
- Tracked and recapped key item performance.
- Removed damaged, out-of-code, not-in-set and discontinued items from displays.
- Rotated manufacturer products as needed.
- Loaded and unloaded merchandise using a ladder and pallet jack.
- Demonstrated use and care of merchandise.
- Served as the new associate trainer for the Merchandising team.
- Used forklift, reach truck, and order picker, to stock or pull merchandise.

## **Affiliate Manager**

*Revenueco-op.com - Huntsville, Tx*

08/2005 - 01/2010

- Managed and advised over 200 affiliates
- Provided excellent customer service
- Directed clients on correct marketing campaigns
- Consistently researched and recruited new affiliates to partner with
- Proficiently sold ads to be placed on websites that would be most effective for affiliates
- Website management and design
- Asset protection
- Google Adwords
- Microsoft Office

## **EDUCATION**

**Bachelor of Science:** Kinesiology/Criminal Justice

*Sam Houston State University - Huntsville, TX*