

Perry Northcutt
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OBJECTIVES

- To work with an organization where I can continuously learn in the pursuit of achieving functional excellence, thus getting maximum job satisfaction and optimum career growth.
- Represent the products and services with a deep and comprehensive understanding identifying how the products solutions meet the needs of the customer and consumer.
- Meet weekly, monthly, quarterly and annual sales targets through the successful implementation of sales and marketing strategies and tactics.
- Generate leads and build relationships planning and organizing daily work schedules to call on existing or potential customers in the within the industry.
- Develop and implement territory action plan through comprehensive data analysis and adjust sales techniques and tactics based on interactions and results in the field.

HIGHLIGHTS OF QUALIFICATIONS

- Highly motivated, self-driven and result oriented.
- Excellent communication, interpersonal, problem solving and organizational skills.
- Proven leadership with team building abilities.
- Excellent customer relationship management skills.
- Available to work days, evenings, and weekends along with traveling.

EDUCATION

University of North Texas

Bachelor of Science in Kinesiology/Psychology

PROFESSIONAL EXPERIENCE

Emergency Medical Technician/Program Manager-United States Air Force (2004-2010)

- Successfully managed teams in high-pressure situations completing mission objectives with a zero-failure rate.
- Managed and coordinated day-to-day operations to facilitate a smooth patient workload for staff members.
- Prepared and reviewed serious incident reports, situation reports, operational briefs, and other required reports for accuracy and precision.
- Regularly disseminate guidance, procedures, and policies regarding medical operational readiness.
- Manage employee development and training, including medical qualifications, physical fitness testing, overseas deployment training preparation, and temporary duty preparation.
- Trained and developed over 150 new troops while serving on active duty.
- Created new training materials for the Department of Defense to improve training protocols.
- Active Duty OEF/OIF Veteran with Honorable Discharge.

General Manager-LA Fitness (2010-2013)

- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demonstrations and presentations.
- Maintain working relationships with existing customers to ensure service excellence and identification of potential new sales opportunities.
- Built and supervised the top grossing store for 3 consecutive years.
- Sales growth of 5%, 8%, and 11% each year of managing facility.

- Maintained the lowest attrition rates in the district year after year.
- Trained and developed new General Managers in the DFW area.
- Oversaw new building development projects assisting project managers in strategic facility placement.

Director of Sales/Training and Development-Retail Ready Career Center-Startup Company (2013-2017)

- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage the sales cycle to close new business in all service categories offered.
- Possess in depth and comprehensive product knowledge and able to conduct demonstrations and relay objection handling.
- Maintain and lead post sales projects, interacting closely with account managers, finance, legal and operations teams to ensure customer service excellence.
- Started as 1 of 5 personnel in the company and helped grow the business to over 80 employees.
- Responsible for first year sales of 7 million, second year 27 million, and third year 38 million dollars in total revenue.
- Maintained a 25% lead conversion rate after beginning with 8%.
- Created internal operations training material, as well as company processes and procedures.
- Helped oversee the development of new company software tools and ideas.
- Collaborated with sales and marketing departments and other business units to address indications of improper sales practices and market conduct violations.
- Planned and coordinated the implementation of new business models within the growing company landscape.
- Successfully placed over 1500 Veterans of the Military in new career positions worldwide.

Operations Manager/Sales Manager-Guardian Services (2017-2020)

- Designed new customer development strategies to capture market channels and increase client penetration.
- Effectively utilize provided sales tools and manage daily sales data management and updates.
- Identified business requirements, evaluated proposals, and ensured all modifications are addressed to support new and existing business.
- Performed comprehensive market research and analysis in response to evolving market conditions and proactively supported new business areas.
- Build corporate relationships with customers and industry associations.
- Suggest improvements in business strategies based on customer feedback mechanisms.
- Collaborate with the marketing team to successfully present and promote services.
- Cultivate excellent relationships with new prospects and existing customers.
- Turn around underperforming operations and prepare company for fast growth and profitability.
- Responsible for creating training programs and business design for all business development managers and technicians.
- Attend networking events and trade shows.