

Frank Cuva

Sales /Sales Management

Coram, NY

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631-793-1493

My experience is in sales with exposure to marketing/advertising.

I have 26 years of sales experience with 9 years of sales management experience, including a mid-level position.

Authorized to work in the US for any employer

Work Experience

Sales of Security Systems

Slomain's Security Co. - Hicksville, NY

2010 to Present

Grew territory 15% from previous years.

Sold Business to Business.

Territory Manhattan.

Sold to RE Management,Factories,small,medium,and Large Corporations.

Inside/Outside Sales

Sell to C- level Executives

Inside/Outside Sales

Make appointments by phone then go out on sales calls.

Do both cold- call by phone and also in person canvassing

Eastern Regional Sales Manager

Electric Mobility

2001 to 2009

Sold DME equipment to VA Centers, Assisted Living Centers and Nursing Homes and also to disabled people the New York Area.

Salesman of the year for 2003, 2005.

Increased revenue by 15% in almost every year.

Took over territory that was non productive.

Did group presentations and also did one on one sales.

Managed a sales force of 25 areas managers and 100 salespeople from Maine to Florida.

Started out with a local sales territory then got promoted to Area Sales Manager then promoted to Eastern Regional Sales Manager.

Sales territory included Long Island and New York City.Westchester Cty and Putnam Cty..

Took a non - productive territory and made it productive.

Account Executive

City Sprint Courier Service - New York, NY

1996 to 2001

Sold courier services to Fortune 1000 Companies in the Metro New York Area.

Did one on one and group presentations to Fortune 1000 executives.
Increased sales 20% and kept a customer base of 80%.
Performed one on one presentations as well as group presentations.
Maintained a 80% customer retention rate.
Inside/ Outside Sales
Sold to C- level Executives

Sales Representative

TruGreen

1989 to 1996

Sold to commercial business on Long Island lawn services and Horticulture services.
Sold to school districts,local municipalities.
Inside/Outside Sales
Sold to C- Level Executives
Inside/Outside Sales

Education

BS. in Business Management

OLD Dominion University - Norfolk, VA

Bachelor's in Business Management

Old Dominion University

Skills

- Leadership/Supervisory
- Leadership Experience
- Time Management
- Excel
- Succession Planning
- Management Experience

Military Service

Branch: Navy- Air Guard Retired

Service Country: United States

Rank: E-5/ E-8

Operations Specialist

Supervisor of 8 people

Certifications and Licenses

driver's license

Assessments

Sales: Influence & Negotiation — Proficient

September 2019

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: https://share.indeedassessments.com/share_to_profile/9dd69d7bb2a1bbd55f223237d1864264eed53dc074545cb7

Personality: Sales Fit — Proficient

January 2020

Assesses personality traits that are important for sales roles.

Full results: https://share.indeedassessments.com/share_to_profile/626ae9667e7455f479d03071d7ef2a11

Customer Focus & Orientation — Proficient

January 2020

Responding to customer situations with sensitivity.

Full results: https://share.indeedassessments.com/share_to_profile/e01d0f4b6ce70a2d0ff556986692380eed53dc074545cb7

Outside Sales — Proficient

January 2020

Actively listening and responding appropriately; performing common sales calculations.

Full results: https://share.indeedassessments.com/share_to_profile/fa8a3a5cdcae6edbbafebbb042c49bb0eed53dc074545cb7

Basic Computer Skills: PC — Completed

January 2020

Performing basic computer operations, navigating a Windows OS, and troubleshooting common computer problems.

Full results: https://share.indeedassessments.com/share_to_profile/740b8e7dad037641dafe8d9554b9483aeeed53dc074545cb7

Data Analysis — Completed

December 2019

Interpreting and producing graphs, identifying trends, and drawing justifiable conclusions from data.

Full results: https://share.indeedassessments.com/share_to_profile/11c99e0a66cc59066973b58b7b173324eed53dc074545cb7

Sales Skills: Influence & Negotiation — Expert

December 2019

Using influence and negotiation techniques to engage with and persuade customers.

Full results: https://share.indeedassessments.com/share_to_profile/c5973c69a772aec7ef1dcdfb02d652b1eed53dc074545cb7

Outside Sales — Familiar

December 2019

Actively listening and responding appropriately; performing common sales calculations.

Full results: https://share.indeedassessments.com/share_to_profile/59b26dd4726de7db79bc7ae7bad7b922eed53dc074545cb7

Customer Focus & Orientation — Highly Proficient

October 2019

Responding to customer situations with sensitivity.

Full results: https://share.indeedassessments.com/share_to_profile/f97b0e07527fb797f4a585d7860e460ceed53dc074545cb7

Inside Sales — Highly Proficient

October 2019

Actively listening and responding appropriately; performing common sales calculations.

Full results: https://share.indeedassessments.com/share_to_profile/e521c28b21318e235f92047d12557396eed53dc074545cb7

Vehicle Maintenance — Completed

September 2019

General vehicle maintenance inspections and minor repairs.

Full results: https://share.indeedassessments.com/share_to_profile/5d70795fcb3df965064be7eaae25e77ceed53dc074545cb7

Verbal Communication — Familiar

August 2019

Speaking clearly, correctly, and concisely.

Full results: https://share.indeedassessments.com/share_to_profile/d193ec3225de8173c48eee4dae004ee8eed53dc074545cb7

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

- Did needs analysis for the prospective customers to determine their needs.
- Developed and managed new accounts.
- Sold Fortune 1000 Executives in various industries.
- Covered a vast territory from Long Island, all of New York City, Westchester County and Putnam County and occasionally other States
- Very effective and convincing power with good communication skills.
- Was always in the Top 20% in sales and revenue.
- Have great Presentation skills and Strong Closing skills.
- Experience in direct sales of product and services for over 20 years.
- Excellent communication skills and good networking with interpersonal skills.
- Managed National Sales Accounts.
- Prepared written sales reports for management.

- Excellent prospecting skills via phone and in person to Senior Management, Middle Management and end users.
- Target Market specific industries and companies.
- Prospected to VA Hospitals, Assisted Living Centers and Nursing Homes.
- Awards for Salesman of the year

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I have 26 years of sales experience with 9 years of management experience,including a mid-level position.

Computer Skills:

Microsoft Word, Excel, PowerPoint, ACT, Outlook and Internet and Salesforce.