

# Kevin Tipper

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510-432-0984

Willing to relocate to: Denver, CO - Nashville, TN - Dallas, TX

## Work Experience

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### **Enterprise Sales Manager**

Purism

January 2019 to Present

- Exceeded team goal by 10% or more each month.
- Planned all government contracts and certifications while keeping margin above standard.
- Trained and lead sales team to three consecutive profitable quarters.

### **Strategic Sales Manager**

zyrl - San Francisco, CA

July 2018 to June 2019

- Completed analytical research and prepared reports to strengthen marketing and sales strategies.
- Implemented strategic event planning to attract prospective clients.
- Partnered with internal stakeholders to define sales program requirements.
- Prepared detailed sales forecasts on a daily, weekly and quarterly basis.

### **Account Sales Manager**

Glanbia Performance Nutrition - San Francisco, CA

March 2017 to July 2018

- Drove sales to key accounts, while managing relationships with top clients, distributor reps, and corporate leads.
- Expanded account list by 120 accounts in the first year.
- Hired and trained a team of demo reps on the company and supplement lines.
- Successfully expanded corporate networks and built contracts for on going growth of sales.
- Built sales strategies for the region, and implemented them every quarter.

### **Regional Sales Manager**

Vitamine shoppe - San Francisco, CA

March 2016 to March 2017

- Drove sales through all sales teams within region
- Hired a field merchandising and sales team to fulfill needs of retail managers in stores.
- Hired and trained a team of 26 sales associates in order to expand our footprint in Northern California.

### **Lead Sales Representative**

musclepharm - San Francisco, CA

May 2013 to October 2015

- Maintained relationships with over 250 accounts and clients in a 200 mile radius.
- Was a key component to growing Muscle Pharm sales from \$70 million to over \$200 million in two years.
- Developed and implemented training information and material for new reps across the company.
- Successfully brought over 100 new clients into the company.
- Organized and set budgets for events for my reps to market the company throughout the state.

### **Store Manager**

GNC - San Jose, CA

June 2012 to June 2013

## Education

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### **Bachelor's in Organizational Management**

Brandman University - Walnut Creek, CA

August 2016 to August 2019

## Military Service

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### **Branch: Army**

Service Country: United States

Rank: SGT

June 2007 to March 2012

Scout Sniper:

- Deployed with a Sniper team on two deployments, in order to complete missions and create tactical support for our chain of command and higher officials.
- Lead a team of 9 soldiers and took charge of training and managing them to be combat ready for two separate deployments.
- Created and implemented training systems on weapons and tactics for new soldiers, so they would be able to assimilate into the unit with ease.