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**Education:**

**The Pennsylvania State University** University Park, PA

Bachelor of Arts in Broadcast Journalism Class of May 2013

Minor in Business Management

**Work Experience:**

**Essilor of America (Medical Device) Northeast Region**

*Strategic Account Manager April 2018-May 2020*

* President’s Club Winner, January 2020 (Highest Revenue Growth)
* Manage $150k+/day book of business ($36M+ annual)
* Responsible for growing $1M incremental business year over year
* Negotiate large upfront funding discounts with C-Level executives (CEO,CFO, ownership groups) for multi-year service agreements to allow customers to reinvest and grow their business. Often multiple decision makers per deal.
* Indirectly managed group of 17-21 reps and partnered with 4-5 District Managers to cultivate new opportunities for growth with both current and prospective customer accounts.
* Utilize consultative selling approach with customers to drive immediate sales and establishes long-term business partnership through industry/product knowledge and customer service
* Maintained positive growth/relationships with all Key Accounts across the Northeast Region
* Use CRM analytical tools to effectively manage Territory accounts (Salesforce.com, Excel Analytics)

*Laboratory Sales Consultant April 2016-April 2018*

* Exceeded 2017 Territory Revenue sales target of $876/day (5%) by growing $1,824/day (10.4%)
* Monitors changes in the market, competitor activity/customer base, & adjusts sales plans accordingly.
* Trained new lab reps on company selling model, compliance, and industry best practices
* Reviews cycle plan, market conditions, KPI expectations and customer needs with Manager to plan territory sales strategy and to refine call schedules

**Altria Group Distribution Company Carlisle, PA**

*Territory Sales Manager April 2014-March 2016*

* Assisted clients of Altria Group Distribution Company in sale of their operating company products including Philip Morris USA, U.S. Smokeless Tobacco, and John Middleton, Inc. products.
* Supported over 130 stores on a monthly basis, representing between $10 Million in revenue for Altria.
* Utilized sales trend reports, consumer insights, and market knowledge to develop unique branding, inventory, and pricing strategies to grow tobacco business for both local retail and wholesale accounts.
* Effectively grew business for Operating Companies faster than benchmark goal. Grew Marlboro share of market +0.4 (goal was +0.2) and USSTC volume faster than the industry (+3.1% vs +2.8%). This represented an average of ~$11K more per store for our category alone.

**Professional Licenses D. E. Huber Real Estate**

*PA Real Estate Salesperson*  *August 2019-Present*