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|  | Peter Larson  529 Lincoln Ave. Brillion, WI ,54110− (920)268-3501 – stout34@yahoo.com |
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| Objective | To obtain a sales position where my skill set and strengths can best be utilized to maximize results professionally and personally. |
| Experience | **Convergys Corp – Cisco Program**  ***Service Account Manager- State Local Government and Education***  2009 – Present   * Responsible for 6 States and District of Columbia with 56 million dollars in opportunity. * Took traditionally difficult region and achieved consistent year over year revenue growth. * Teamed with SLED leaders up to CIO level to formulate programs that effectively and economically provided solutions for continuous and efficient running of network. * Grew relationships with high level officials in State and local governments as well as school districts and university systems to the level that was looked at as an advisor on network maintenance * Spearheaded a program with Convergys management through a team of 3 to develop and improve sales culture and metrics for internal team of 30 plus. * Extremely proficient in Cisco tools and programs including but not limited to, CSCC , Workspace, SMARTnet Total Care, and Sales Force * Expertise in creating, validating, and resolving issues within the tool, including quoting. * Experienced in Excel, Word ,Outlook along with Sandler Sales training |
|  | **Convergys Corp – Cisco Program**  *Service Account Manager - Service Provider*  2007 – 2009   * Worked with national and local phone service providers to provide exceptional service on their network maintenance needs. * Hit sales goals within varying regions. * Received New Comer award. |
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|  | **CRW Insurance**  *Commercial Lines Agent*  1999 – 2006   * Met and exceeded established sales goals. * Developed special programs to provide focused coverage for various industries. * Worked closely with home contractor industry to better understand their specific insurance needs. * Member of State and Local Home Builders Associations and received Associate of the Year award in 2003 for Manitowoc County. * Was compensated 100% on commission. * Developed strong cold call skills   **Lakeshore Deli Inc**  *Managing Partner*  1995 – 1999   * Responsible for daily operations for franchise restaurant including:   + Managing staff of 30 plus employees   + Hiring   + Budget   + Purchasing   + Marketing   + Weekly sales average $20,000 |
| Education | Attended UW Stout 1983 - 1987 |
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| References | References are available on request. |