

John Merriweather
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Career Overview

Energetic leader with exceptional record of success in achieving gains in revenue, profit, and team performance. Unique blend of managerial and hands-on experience acquired over a career of Sales and Management and the United States Navy. Motivator and team builder with an innate ability to hire the right talent, and develop individuals to their highest potential.

Key Skills

Knowledgeable in all facets of Sales Forecasting, Sales Automation, CRM, Account Management, Proposals, RFI, RFPs, Presentations, Legal, National/Regional/Local Sales Management, Business Development Top End Strategic Selling, Government Sales GSA/Federal/ SLG/SLED and National B2B Account Management, P&L Management, Team Dynamics/Leadership, Market Expansion, Strategic Planning/Execution, Budgets/ Forecasting.

Leadership Experience

American Residential Services/McCarthy Home Services- May 2019 - Present

Sales Leadership Consultant

May 2019 – Present

- Working with the service department to increase average services sales ticket and total revenue. Restructuring the service organization through optimizing personnel and territory. Working with leadership to develop tools and metrics to a sales culture transformation.

MS International- May 2017- May 2019

Regional Sales Director

May 2017 – May 2019

- Managed 9 regional sales representatives in the Mid-Atlantic region. Key sales driving leader for forecasting, gross sales, and business development with the outside sales division.

Emser Tile- October 2016 - May 2017

Branch General Manager

October 2016 -May 2017 Virginia DC Market

- Direct P&L responsibility for Northern VA/Washington DC's sales, operations, and logistics departments. Managed the commercial, builders, contracting trade, and retail divisions.

CORT Furniture Rental -June 2014 to April 2016

Director of Government Sales

June 2014 – April 2016 Chantilly, Virginia

- Provided direct leadership for a department of 3 National Federal Account Managers, Sales Residential Manager, 2 Operation Managers with 16 other outside sales and support representatives. Responsible for the facilitation and management of all GSA and SLED cooperative agency contracts.

Tyco International -March 2008 to January 2013

Regional Service Sales Manager -

January 2013 – July 2014 Dulles VA

- Regional management of preventative sales focuses for the Mid-Atlantic area with the direct supervision of 18 sales/account managers of the recurring services sales commercial and government department.

Area Sales Manager of Commercial –

March 2008 – January 2013 Springfield VA

- Overall responsible for the overall P&L of the Commercial Business department. Directly managed 6 Districts that include 52 sales representatives for the Mid-Atlantic area.

Verizon Wireless -February 2005 to September 2007

Associate Director of National Government Sales

February 2007 – September 2007 Washington D.C. Metro Area

- Responsible for providing strategic direction for the national government teams in the nation. Executed sales strategies and the selling process by establishing strategic working relationships with potential and existing customers for our Federal Government.

Associate Director of Regional Government Sales

February 2005 – February 2007 Greater Chicago Area

- Responsible for providing strategic direction for the government sales team in the Mid-West region. Executed sales strategies and took part in the selling process of all regional federal and SLED potential and existing customers.

Sprint Corporation -December 1998 to February 2005

Branch Sales Director

July 2003 – February 2005 Greater Chicago Area

- Operated a profitable sales district that satisfied customer requirements & met the revenue objectives. Managed an acquisition & retention focused team that sold to businesses in the Growth & Enterprise market.

Sales Channel Operations Manager

March 2001 – July 2003 Overland Park Kansas

- Responsible for business operations issues and the operations liaison between the area and corporate.

Major Account Executive

December 1998 – March 2001 Norfolk, Virginia Area

- Directly sold service to the National//Government sales divisions in the Tidewater area.

Sales Achievements and Recognition

Cort Furniture Rental

Raised the departments total delivered revenue by 26% and the term revenue by 23% from 2014 to 2015 in growth. Was able to achieve maximum management payout of the incentive bonus for 2015 results of over 112% as a department in all metrics.

Tyco International

Finished #3 2008 for North America rankings of areas for commercial sales. Finished fiscal year 2009 at #1 in the US for commercial sales areas company wide. Was ranked #2 in our North America's entire commercial business segment in 2010.

Verizon

Achieved 167% to plan with all sales targets for the year of 2007. Increased government sales in the Illinois/Wisconsin region by 92% year of year from 2005 to 2006. Was ranked #1 in Presidents Cabinet rankings for the Mid-West for government, and #2 nationwide in overall Associate Director's/Division leaders

Sprint

Responsible for 22% of market share for data & software networking technologies. Sales team to achieve over 129% each month of position budgeted goal/quota. Only Sales Representative to maintain a 92% call to close ratio of 30-60-90 day forecast of business for 13 months. Top direct sales person award for 3 consecutive years for the Virginia B2B sales department.

MS International

Finished 2017 at 13% YOY growth which was the highest to date in the Region. Finished 2018 at 19% growth YOT which was record breaking.

Military Experience & Accomplishments

United States Navy February 1995 – December 1998

- Search and Air Rescue Swimmer (SAR)
- Naval Achievement Medal