

# Travis Aldridge

Palm Harbor, FL 34683

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Top-ranked sales manager recognized for contributions to record-setting sales figures, territory expansion and new account development. Proven ability to lead sales teams to achieve multimillion-dollar revenue gains. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. Experienced, “fearless” cold-caller and expert presenter, negotiator and closer.

Authorized to work in the US for any employer

## Work Experience

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### **General Manager - Freight sales / Carrier Development**

Independent - Palm Harbor, FL

August 2016 to Present

Oversee a high volume Freight Brokerage firm. Responsible for all aspects of daily operations. Manage and supervise 2 broker agents, customer service team, scheduling team, compliance team and a fully staffed dispatch / compliance team.

Build solid carrier relationships. Build and maintain carrier network.

Responsible for hitting sales goals and revenue KPI's. Providing sales and revenue projections based on previous months data.

### **Regional Sales Manager / NE**

Solar / Energy Deregulation - NE

March 2012 to August 2016

- Oversee all aspects of sales operations.
- Work closely with Clients to insure compliance and top notch customer service.
- Launched Solar Sales / Lead gen team in MD.
- Canvass for potential Solar customers, review energy bills and cost to prepare full proposal via IPAD.
- Recruit, train, mentor, motivate and develop direct sales teams in 7 different markets.
- Conduct large sales meetings / conference calls with both Energy suppliers and company staff.
- Exceed sales goals and produce a quality product with less than 12% cancel rate in TPV, tablet and paper campaigns.
- Create training and development programs that the company has adopted and uses in their SOP.
- Successfully opened up 4 markets organically that brought over 4 million in sales the first year.

### **Direct Sales Unlimited**

Boxco Inc

1998 to 2011

- Direct sales rep for Comcast / Shentel cable services, win back and upgrade markets.
- Recruit, train, develop and motivate direct sales reps in an office and field environment.

- Communicate directly with the client on all issues, processing of new reps and all compliance related subjects.
- Maintain sales quotas while managing sales reps in multiple systems.
- Oversee all field / canvass operations including audits and new customer acquisition.

### **Wire Systems Installer**

US. Army - Fort Riley, KS  
1993 to 1997

- Measured, cut, and installed wires and cables.
- Observed operation of installation for conformance with operational standards.
- Prepared and analyzed telephone switch traffic studies on central office and PBX equipment, and submitted them to management for capital expenditure planning.

## Education

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### **High school or equivalent**

## Skills

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- P&L
- Scheduling
- Inventory
- Payroll
- Operations
- training
- Microsoft Word
- Sales
- Microsoft Office
- CRM Software
- Direct Sales
- Recruiting
- Account Management
- Sales Management

## Military Service

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**Branch: United States Army**

Rank: E-4

## Certifications and Licenses

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### **Valid Drivers License**

## Assessments

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### **Sales: Influence & Negotiation — Highly Proficient**

September 2019

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

Full results: [Highly Proficient](#)

### **Personality: Hard-Working — Highly Proficient**

August 2019

Measures a candidate's tendency to be rule-abiding, well-organized, hard-working, confident, and think before acting.

Full results: [Highly Proficient](#)

### **Sales Skills: Influence & Negotiation — Highly Proficient**

July 2019

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

Full results: [Highly Proficient](#)

### **Sales Skills: Influence & Negotiation — Highly Proficient**

August 2019

Measures a candidate's ability to effectively use influence and negotiation techniques to engage with and persuade customers.

Full results: [Highly Proficient](#)

### **Personality: Sales Fit — Highly Proficient**

August 2019

Assesses personality traits that are important for sales roles.

Full results: [Highly Proficient](#)

### **Reliability — Highly Proficient**

December 2018

Measures a candidate's tendency to be dependable and come to work.

Full results: [Highly Proficient](#)

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