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JOB OBJECTIVE: To obtain a responsible and challenging position in Sales Management.

EXPERIENCE

March 2001 – Present

XXX Lumber & Millwork
City, State

Manager, Kitchen Division

Company Focus: Regional lumber and millwork supplier in New England and Eastern New York State selling exclusively to the professional trade. 2004 company sales 81 million

Primary Function: Establish a new division to supply and install kitchen & bath cabinetry for the professional trade.

Responsibilities:

- Oversee all designers, field reps and installers to manage the systems and obtain company objectives.
- Prepare annual business plan to show sales growth, profits and cost budget.
- Kitchen cabinet sales involving layout, design, estimating and presentations of the following products:
 - XXX Cabinets
 - XXX Cabinetry
 - XXX Custom Cabinetry
 - XXX Countertops
 - XXX
 - XXX
 - XXX

Achievement: Converted an unprofitable division with sales of less than 1 million to a properly structured division with 2004 sales of 4.2 million and maintained a high profit margin.

April 2000- March 2001

XX Marketing Agency
City, State

Sales Consultant

Company Focus: A division of XXX Organization acting as sales agents for XXX Distributing Company and representatives for XXX Cabinetry in the Northeast. XXX Cabinetry's largest customer.

Primary Function: To increase sales within an assigned territory, through both new and existing accounts and to increase market share by developing new business opportunities.

Responsibilities:

- Meet or exceed planned sales and profit objectives for assigned territory.
- Identify new business opportunities and develop sales strategies.
- Represented the following products.
 - XXX Cabinetry
 - XXX
 - XXX
 - XXX counter top surfaces
 - XXX Hardware

Achievement:

Increased sales from 4.2 mil in 2000 to 6.1 mil in 2001 and increased margin by adding warehouse accounts

July 1997 – April. 2000

XXX, Inc.
City, State

Regional Manager

February 1999 – April 2000

Company Focus: Manufacturer of stock kitchen and bath cabinetry. A division of XXX.

Primary Function: To oversee representation and sales of XXX Cabinetry products in the northeast. (13 states Main to North Carolina)

Responsibilities:

- Largest company account with purchases of 80 million.
- Worked with 20 sales reps, 3 sales managers 7 operations managers
- Identify new business opportunities and develop sales strategies.
- Formulate annual business plan for XXX Distributing and submit to Vice President for approval.
- Provide Vice President with detailed and accurate sales forecasts and market analysis.

Area Sales Manager**July 1997 – Feb. 1999**

Primary Function: To increase sales of XXX Cabinetry products within assigned geographical territory through selling and servicing established accounts and developing new business opportunities.

Responsibilities:

- Accountable for 50 % of the volume produced by company's largest customer with total purchases of 50 million.
- Maintain sales expenses at or below budgeted levels.
- Formulate annual business plan for XXX Distributing and submit to Regional Manager for approval.
- Provide Regional Manager with detailed and accurate sales forecasts as required.
- Conducted monthly Basic Design & Selling Classes for Dealers.

Achievements:

- 1999 - Marketing Excellence Award
- 1998 - All-star Award & Quota Achievement Award
- 1998 – Million Dollar Club
- 1997 - All-star Award & Million Dollar Club

July 1994 –July 1997**XXX Door & Window
City, State****Sales Manager**

Company Focus: New business venture for large interior trim contractor.

Primary Function: Establish a new retail business to distribute millwork products and kitchen cabinetry to the DIY and remodeler trade.

Responsibilities

- Accountable for the daily operation of a retail showroom and countertop shop
- Organized 30,000 sq ft warehouse facility that enables the company to receive and ship products promptly, pre-hang interior doors and fabricate plastic laminate and solid surface countertops.
- Kitchen cabinet sales involving layout, design, estimating of stock and semi custom cabinetry.
 - Cabinetry Company
 - XXX Cabinetry
 - XXX Cabinetry

Achievements:

- Established a profitable retail business with first year sales exceeding 2 million dollars.

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- 1996 Best Salesman Award - Best in Advertising

March 1985 - July 1994

**XXX, Inc.,
City, State**

Sales Manager

Company Focus: Family owned building materials supplier catering to the small builder, remodeler and DIY trade.

Primary Function: Responsible for the daily operation of the retail store and lumberyard.

Responsibilities:

- Accountable for inventory control. Purchasing stock items; lumber, plywood and building materials.
- Selling and purchasing of all special order millwork products; windows, stairs, railings and custom mantles.
- Estimating and resolving customer requirements for remodeling and new construction projects.
- Kitchen sales involving layout, design and estimating.
 - XXX Cabinetry
 - XXX Cabinetry

Achievements:

- Established loyal remodeler base which added 500,000.00 dollars in sales to company that was doing 1million on an annual basis.
- Instrumental in the start up of the kitchen department

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EDUCATION

XXX Technical School

City, State

Basic academic courses of study
Air conditioning and refrigeration
Graduated 1999

**VOLUNTEER
EXPERIENCE**

1989 -1999

Volunteer Fire Company

City, State

Volunteer Firefighter

REFERENCES

Personal references available upon request