

ADDRESS
PHONE NUMBERS
E-MAIL ADDRESS

NAME

Summary of Qualifications

- ◆ *Fourteen years of customer centered success in the pulp and paper industry*
- ◆ *Successful at developing new accounts*
- ◆ *Committed to quality and customer satisfaction*
- ◆ *Long term relationship building culminating in extensive list of friendly contacts at all levels*

Experience **COMPANY NAME** **City, State** **Dates**

- One line description of what company does.

Account Executive Dates

- Stabilized and expanded business base in two key accounts that had previously established corporate alliances with competitive chemical suppliers.
- Established 25% annual sales increase in one account and 100% annual sales increase in the other.

Area Manager Dates

Location &/ or Territory

- Hired, trained and lead sales team for nine accounts
- Supervised four sales professionals and two service technicians
- Restructured team by hiring two sales representatives to replace two unproductive representatives
- Initiated Area sales training and planning program utilizing *Strategic Selling* by Miller & Heiman. Entire Company adopted *Strategic Selling* the following year
- Increased margin 3% on Area sales by shifting some applications to bulk delivery and controlling cost of sales
- Established new market for the company's Polymer line

Senior Process Specialist Dates

- Supervised two sales professionals and one service technician
- Also personally responsible for selling and servicing a territory of greater than one million dollars per year with an annual growth rate of 20%. Gained valuable knowledge and experience in the areas of felt conditioning, deposit control, microbiological control, and wet end chemistry

Process Specialist Dates

- Sales and service responsibilities for three accounts. Increased territory sales from (dollars) in 1986 to (dollars) in 1990.
- Established two new accounts for the company

Honors, Associations

- Chairman's Award Company Name –for outstanding explicit return on investment documentation for new applications.
- President's Award Company Name–for significant sales growth
- TAPPI, Executive Committee, 1991-Present
- PIMA –member

Education

Name of College or University

Dates

- BS, Chemical Engineering (with distinction)

Continuing Education

- Strategic Selling –Miller & Heiman
- Account Development Strategies Skills System –Learning International
- Team Up for Success –Lessons in Leadership
- Effective Seminar Marketing –Clemson University
- Attention Grabbing Brochures –Skills Path Systems