

MARK A. BOMMELJE

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2024

Dear Hiring Manager,

Self-motivated, hard-working, professional, outgoing, an effective communicator, leadership skills, quick learner, competitive and an enthusiastic spirit are a few of my strongest assets I can bring to an Outside Sales Representative position within the Promotional Products Industry preferably in the Southeast. I have a strong passion for cultivating relationships, keeping relationships and have proven success as an Outside/Region Sales Manager in the Promotional Products Industry. I have over 20 plus years in Sales Experience with over 9 years of Sales Experience in the Promotional Products Industry as a Manufacturers Sales Executive. I also have over 5 years' experience in leading and managing a Regional Sales Team.

I have 20 overall years of Sales and Sales Management experience from having experience in Regional/Territory Management, Outside/Inside Sales, Marketing and Individual Entrepreneurship. I have managed large B2B territories and have managed Retail, Wholesalers and Distributors in multiple states. I also have 4 years of Supervisory experience over Territory Managers and cultivating their success in sales. My past responsibilities have included day-to-day customer interaction through sales meetings/presentations, extensive interaction over the phone, initiating campaigns for new business growth, customer service, merchandising and selling various products and ideas. My experience, passion for customer service and dedication to driving growth in sales gives me a strong foundation to succeed as your Outside Sales Representative.

I look forward in discussing how my experience, skills and ideas can match your needs.

Enthusiastically,

Mark

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Skills Summary

Passionate Sales Professional with exceptional experience in Managing Sales within a Large Region for Success and Growth. I am also an experienced Leader from managing and coaching Territory Sales Managers. Strong communication and listening skills from experience in Regional Sales, Account Management and Marketing. Proven ability to excel under pressure and meet stringent deadlines and quotas. Strong organizational and computer skills including Microsoft Office, Salesforce, PipeLine and mPower.

Work Experience

2017-2024 Independent Sales Entrepreneur Orlando, FL

Brand Representative/Apparel Sales/Private Chef and Caterer

- Independent Brand Representative for National CBD Manufacturer, covering Florida and Georgia focusing on sales and market share with Wholesalers and Retailers.
- Private Chef and Caterer for the Central Florida Business and Local patrons. Signature recipes include dishes from SE Asia and SW United States.
- At the same time, I have been actively looking for the right position with a growing and stable company as an Outside Sales Professional in the Promotional Industry.

2008-2016 Swisher International, Inc. Jacksonville, FL

Region Sales Manager

- Region Sales Manager for the largest cigar manufacturer in the country. Responsible for the North Florida/South Georgia/Puerto Rico retail and wholesale accounts.
- Manage, train, set goals and lead 5 Territory Managers to optimize sales, distribution and market share.
- Achieved prestigious 110% Club every year for exceptional sales and growth.

2004-2008 Vantage Apparel Avenel, NJ

Regional Sales Manager

- Apparel Manufacturer Representative in the Advertising Specialty Industry selling to Distributors in the Florida and Puerto Rico markets.
- Managed accounts totaling over 2 Million Dollars in yearly sales.
- Exceptional client growth and knowledge with an 11% increase in sales growth.

2000-2004 The Magnet Group Washington, MO

Regional Sales Representative

- Manufacturer Representative in the Advertising Specialty Industry selling 4 Lines and 8 Brands to Distributors in the Southeast and South Central Regions.
- Managed accounts totaling over 4 Million Dollars in yearly sales.
- Average increase in sales per year of 14% for 2001 through 2004.

Education

1998 Rollins College Winter Park, FL

- B.A., International Business & Politics.
- Coursework included Business Management, Sales, Negotiation, Organizational Communication, Business Ethics and Listening.