

Stuart N. Samuels

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Overview

Highly successful and challenge driven senior executive with an exemplary record of delivering results and driving revenue. Proactive leader and mentor; recognized for gaining employee confidence and utilizing their talent and knowledge to propel profitability and efficiency. Creative, solutions oriented; acknowledged as a shred business strategist, with a broad and impressive background encompassing all facets of sales, administration, marketing and external communications. Visionary and opportunistic; patiently and methodically works with peers and other stakeholders to seek new business opportunities. Core expertise includes:

• Direct Sales	• Channel Sales	• Retail Sales
• Business Development	• Business Planning & Sales Forecasting	• Customer Service/Relations
• Marketing	• Fulfillment & Procurement	• Product Sourcing

Business Experience

A+ Career Apparel and Uniform

August 2015 - Present

West Coast Rep (Hawai'i, California, Oregon, Washington, Alaska and Canada)

- West Coast Rep for their Career Apparel and Uniform Division.
- Generated sales to new and existing clients in the promotional product industry; Sold to distributors, uniform suppliers and licensed Postal uniform vendors.
- Secured new clients including: HALO, Jack Nadel, Image Source, BrandVia Alliance, Cotton Candy, Tangerine Promotional Marketing, Promotional Specialty Group, Staples (San Francisco Office), Image Group, Promo Shop, Gorilla Marketing and TPS Incentives to name a few.
- Client development and assist on convention booth set ups. Exhibit on west coast trade shows, Table Tops and PK Sessions.

Virtu Apparel Global Business Development

February 2014 – July 2015

- I generated clients and produce sales for his custom apparel division to the Promotional Product and Retail industries throughout North America and overseas.
- First 6 months, secured 42 clients for custom made apparel and headwear. (Target set by the owner was to have "Interest" from 25 clients by June 30, 2014. That target was met (May 16, 2014).

**Busrel
Province of Ontario Sales Manager**

June 2010 – November 2012

- Hired by the “New Owner” regarding this position to accelerate gross sales for the Province of Ontario.
- Developed business relationships with new, current and past Ontario Distributors that became “Dormant” clients due to issues with the previous owner of Busrel.
- Only employee outside of the corporate office that was compensated by Salary, Monthly Commission, Monthly Bonus Plan and Monthly Expenses.
- Provided Busrel with “New” overseas manufactures regarding their product lines.
- Grew customer base by 15% since August 2010.
- Sales increased 24% since August 2010.
- Assisted on product development for many distributors regarding their client programs.
- Provide weekly reports regarding clients: Presentations, meetings, phone conversations and visitations.
- Assist on Busrel exhibit booths at conventions. Develop displays for Table Top shows in Ontario.

Other Employment Experiences

**Golfinn International
Consultant**

June 2008 – June 2010

**Dorfman-Pacific
Canadian Sales Manager**

May 2007 – May 2008

**Veltex Apparel Corporation
National Sales Manager, Canada**

August 2005 - April 2007

**Liberty Clothing and Promotions
Director of Sales**

August 2003 – February 2005

**Promotions In Motion
President**

November 1992 - July 2003

**Gold’s Gym International, Venice, California
Director of Corporate Promotional Merchandising & Retail**

June 1985 – October 1992

Education

UCLA, Los Angeles, California
Bachelor of Science – Kinesiology (Major); Business / Marketing and Sales (Minor)

Santa Monica College, Santa Monica, California
Associate of Arts – General Studies

Community Involvement

Strong proponent of integrating business into community. Volunteered for numerous not-for-profit organizations across North America. Selected associations include:

• DARE U.S.A.	• NFL Alumni Association	• American Cancer Society
• Special Olympics	• Camp Ronald McDonald Day Camps	• Concern Foundation

Salary Expectations: To be discussed

References upon Request

