

Summary

Former United States Marine with honorable discharge. Disciplined and dedicated professional with (15) years' experience in **team sales and promotional products**. Results-oriented individual, focused on providing excellent customer service. I am highly skilled at building relationships and excels in face-to-face interaction with prospective customers. I am a proactive achiever able to manage multiple projects in a fast-paced environment. Loyal & committed individual demonstrating integrity in achieving all goals and objectives. Self-starter with exceptional analytical, organizational, communication, interpersonal & decision-making skills.

Job Interest

Territory Manager/Program Manager/Area Manager

Experience

Millennium TS Apparel & Promotional

8/2004 – 8/2019

- Sell custom decorated team uniforms, corporate apparel & branded promotional products.
- Use popular methods of screen-printing, embroidery, sublimation & heat transfer to embellish apparel and promotional items.
- Identify target industries and establish a sales & marketing strategy.
- Follow up on sales leads and referrals.
- Call on high schools, county agencies, businesses, YSO's & recreational teams.
- Advise and educate customers on garment characteristics.
- Recommend garments that meet functional requirements and budget.
- Source best promotional items that help the customer achieve branding/marketing goals.
- Prepare estimates and meet with decision makers to convert the estimate to a sale.
- Direct graphic artist in the creation of designs/logos to be applied to garments or promotional items.
- Submit art proof to the customer for review and approval.
- Contact suppliers to confirm product availability and inventory.
- Negotiate production schedule with vendors.
- Alert customers of back-orders and delays. When necessary, assist customer with selecting an alternate garment or promotional item.
- Manage the sales cycle from beginning to end to ensure proper execution and delivery of the customer's order.
- Remain customer's point-of-contact for questions or concerns regarding their order.
- Upon delivery of customer's order, follow up to ensure complete satisfaction.
- Attend industry shows like ASI, PPAI & ISS to keep pace with industry trends.
- Meet annually with distributor reps to review historical sales and buying trends.

Education

- Roosevelt University, Chicago, IL. (Business Administration)
- United States Marine Corps. (4 Years)

Volunteer

- Sand Lake Hills Community, Inc. (HOA President)