



## PHILIP A KAHAN

201-315-1958

pakaham18@gmail.com

1275 15th Street- 18L

Fort Lee, NJ, 07024

### SUMMARY

- Seeking a position as a Marketing & Sales Director for an established or newly formed organization where my abilities, experience and background will be fully utilized and have a valuable impact toward achieving the company's goals.
- Notable Achievements - Launching one & Development of two successful businesses.
- 37 years of experience as an owner/executive managing businesses.
- Succeeded in integrating diverse skills for the implementation of effective sales, marketing, management and oversight of businesses.

### SKILLS

- Marketing & Sales Management
- Business Development
- Strategy & Business Planning
- Selling & Sales Training
- Vendor relations
- Outside sales
- Team Building & Organizational Strategies

### EXPERIENCE

Cover Me insurance Agency of NJ, Inc May 2018 to Current

- On May 2, 2018 I started training to become a licensed insurance producer/agent in the Commercial Auto insurance industry.
- On August 6, 2018 I started the full time position as a licensed agent and this continues until today.
- The position is a sales position analyzing and placing potential insured's with various insurance companies.

Vitronic Promotional Group Jan 2013 to Apr 2018

- After selling my business to Vitronic Promotional Group (EBSCO Industries) in September ,2013 I became the Regional Sales Manager for Vitronic in the territory of New Jersey, New York City and suburbs including Long Island and Westchester.
- I was hired by them to leverage my market relationships in this region and build an underserved territory.
- In 2014 12% growth was achieved and in 2015 22% growth was achieved overall.
- In January of 2016, both Crown Products & Vitronic under the umbrella name of Imagen Brands merged sales teams and proceeded to market as one entity yet distinct market brands.
- My growth expectation for the 2016 calendar year is approximately 20% overall.

Millennium Leather LLC - Andrew Philips Jan 1999 to Jan 2013

- Established and launched a wholesale leather gift company predominantly marketing to the promotional products industry and the retail market with concentration on the internet retailing.
- Constructed and achieved an organization with 32 full time employees and 10 outside multi line/professional salespeople, an extensive product line of over 1500 SKU's ranging from key fobs, luggage tags to briefcases, bags & luggage.
- Developed and achieved sales volumes from 0 -\$6.8 million in 6 years.
- This organization developed an A rating/ 5 star top rating in the promotional products industry for all major business categories of importance; 1) merchandise quality and

diversity, 2) customer service, 3) responsiveness, 4) quality of corporate decoration and 5) pricing.

- Developed and sustained long term viable vendor relations with high quality suppliers worldwide.
- Developed various and novel strategies to build momentum, interest and real sales.

Emporium Leather Goods, Inc Jan 1980 to Jan 1999

- Managed and developed a young wholesale business.
- Managed and achieved 100% growth in sales for this wholesale company predominantly marketing in the retail sector.
- Initiated an aggressive marketing campaign which increased sales from \$3MM to \$6MM.
- Maintained and developed targeted & consistent customer outreach to build long term relationships.
- Designed and developed numerous products which became leading sellers.
- Established internal strategies for better customer service and create motivation among staff.
- Developed and managed an outside sales force of 6 people.

## **EDUCATION AND TRAINING**

### **Bachelor of Science: BS Accounting**

Syracuse University

Syracuse, NY

## **ADDITIONAL INFORMATION**

I am a highly skilled individual in motivational development, human interaction and communication building.