

John K Murphy

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Professional Experience:

Small Quantity Boxes – Manufacturer of corrugated boxes and displays 2013 - Present

Vice President of Sales

- Consult with current and new customers on their needs of corrugated boxes to ship their product to market.
- Supply customers with shipping supplies for their shipping departments and warehouses.
- Design POP displays, end caps, and custom digital printed corrugated boxes for clients.

K & M Marketing – Promotional products manufacturer's representative 2002 - 2013

Upper Midwest Regional Sales

- Consultant to the Suppliers I represented on the most effective way to bring their company to market.
- Represented suppliers at regional and national trade shows and sales meetings.
- Directed sales meetings with distributor personnel, educating them on the different product lines.
- Achieved and maintained a 20-25% sales growth with several companies I represent.
- Consistently ranked in the top three representatives for sales.

Murphy Brothers Fine Crystal Inc. – Manufacturer of crystal and glass products 1993 - 2002

Proprietor

- Started and managed a manufacturer of crystal, glass awards and gifts.
- Developed sales from zero dollars to over \$2,000,000.00 at the time the company was sold.
- Directed sales meetings with distributor personnel, educating them on the product line.
- Planned and attended national, regional trade shows, and major distributor sales meetings.
- Developed yearly catalog, marketing programs, product line and yearly sales and operational budget.

Laser Specialties Inc. – Manufacturer of wood promotional products

National Sales Manager

- Increased sales from \$700,000 to \$3,300,000.
- Developed a national network of supplier representatives.
- Developed yearly catalog, marketing programs, product line and annual sales and operational budget.
- Managed customer service department.
- Planned and attended national, regional trade shows, and major distributor sales meetings.

Lite-R-Line – Manufacturer of metal promotional products

General Manager for Promotional Products

- Increased sales from \$2,600,000 to \$3,500,000.
- Grew the ASI customer service and imprinting departments to 22 employees to maintain a superior level of service.
- Developed a national network of supplier representatives.
- Attended and planned national, regional trade shows and major distributor sales meetings.
- Developed yearly catalog, marketing programs, product line and annual sales and operational budget.

Spartan Promotional Group – Promotional products distributor

Sales Manager

- Recruited and trained salespeople.
- Negotiated with suppliers on pricing and problem orders.
- Handled collections.

Hazel, Inc. – Manufacturer of vinyl and leather business accessories

Territory Representative

- Increased sales from \$3.2 million to \$4.3 million.
- Managed 9 states with 81 accounts.
- Developed new distributors.
- Attended regional, national tradeshow, distributor sales meetings, and handled special custom projects for distributors.

Educational Background:

Wayne State College - Wayne, NE

- B.S. in Business Administration with Marketing Minor

Iowa Western Community College - Clarinda, IA

- Associates of Arts Business Administration

Professional/Personal Organizations:

- PPAI - Promotional Products Association International
 - Suppliers Committee
- PPAW - Promotional Products Associations Wisconsin
 - Board of Directors
- Calvary Lutheran Church
 - Church Council - Secretary, Vice President, President
 - Youth Board
 - Stewardship Committee