Name

# address, cell # & email address

Self-motivated and client driven sales leader in the soft and hard surface residential and commercial flooring industry.

# Professional History and Achievements

**August 2017 – Present- Company**

***Job Title – Location/Territory***

Shaw Industries purchased US Floors Commercial Group, integrating the contract team into the Shaw Contract Group.

* Developing underperforming and underserviced territory in rural Missouri and Kansas for Shaw Contract Group, while also covering the area including the metro areas with the highly specified US Floors Commercial Coretec products.
* Won six figure specifications and orders with new annuity accounts previously not doing business with Shaw Contract., becoming the sole provider of LVT products to the largest of those.

## **May 2016- August 2017 – company**

## ***Account Executive- Missouri, Kansas, Nebraska***

## Developed a new territory and introduced a new flooring category for the newly established commercial division of US Floors

#### Developed and grew a territory for a manufacturer and product line previously unrepresented in this area, establishing large repeat customers.

#### Sought out and vetted large commercial projects, as well as the decision makers involved in product selection, to educate them about the benefits and solutions offered by our products.

#### Built relationships with commercial designers, architects, developers, retailers, and ownership groups to promote the use of our products and to uphold the specification once written.

#### Held training meetings for commercial contractors and dealers with dedicated commercial staff.

#### Worked together with counterparts to exchange knowledge and/ or support specifications that originated outside of my territory.

### **2005-May 2016- Company Kansas City, MO**

### **Territory Sales Manager- KC Metro, Northwest MO / NE Kansas**

### Consistent Top Performer in residential soft surface and Aladdin Commercial products. managing 90+ accounts, including the top key accounts in the Kansas City market

### Consistently traveled territory visiting current and potential clients for business purposes. Shared product knowledge and proposals to provide best options for clients, conducting ongoing training and product knowledge classes.

### During first full year in this position, was the only Mohawk TM in the district to have a positive trending

### territory despite a severe economic downturn and the loss of business in largest key account prior to my hire.

### Took a largely underperforming commercial territory in 2010, turning it into an ongoing top performing Aladdin Commercial account base, becoming a dependable top performer with consistent growth in Aladdin Commercial products.

### One of two key speakers for a 2014 national Aladdin Commercial Conference call regarding the sales and activation of commercial tile displays and general growth of Aladdin Commercial business. Largest display placement in the nation at that time.

### Achieved 90% active account status

### Promoted to a Horizon Territory position that had shown significant decline for the past 2 years, quickly learning a new line of higher end products and brought it back “into the black” within the first six months during a declining residential carpet market. In the final month with Mohawk Industries, territory was up 99%, with the highest top line gain for the month to date as well as for the year to date in the seven-state Central Plains region.

### Reliable team player, apprising team members of opportunities in the field as well as communicating pertinent strategic information to my supervisors.

### **2004-2005 Company /Location**

### **Store Manager- Joe’s Carpet Flagship Store, Kansas City, KS**

### Top revenue producer overseeing general operations and commercial sales of Joes largest volume location while leading teams in a high-volume retail environment where gross revenues exceeded 3.5 million dollars.

### Handled all wholesale and commercial accounts as well as handling retail overflow in a high volume business.

### Inventory management and control, establishing and maintaining inventory predicates, and reconciling inventory levels with RFMS.

### Personnel management including settling internal disputes, recruitment, interviews, and screening of potential candidates, making final hiring recommendations to upper management.

### Trained all new personnel in policies, procedures, products, and sales technique.

### Used and built upon expert industry knowledge including cost estimating, blueprint take offs, installation, manufacturing and installation claims.

### Trusted to be responsible for the daily close, including handling large deposits and cash reconciliation.

### Managed and maintained the strongest profit margins of all six of the Joe’s locations.

### **< 2004 Jerry’s Bargain Barn Maryville, MO**

### **Owner/ Operator/ Buyer**

### Managed every aspect of the family business, eventually purchasing business to become a successful sole proprietor for over 11 years

### Key foundations to all aspects of the overall customer experience including sales, skills and talent, industry knowledge and training.

### Directed store operations exceeding $1 Million annual sales, and managing over 10 employees as well as overseeing all installation subcontractors

### Managed inventory levels and controls

### **<2004 Crazy Jack’s Fireworks Maryville, MO**

### **Owner/ Operator/ Buyer**

### Developed and managed this high volume, highly competitive, highly profitable, multi-location seasonal fireworks business for over 20 years.

# Certifications

Dale Carnegie Course in Human Relations, Bedford, IA

Louis G Migliore Carpet Technical Seminar, Dalton, GA

NDPA Certified Paint & Wallpaper Consultant, Nashville, TN

Mohawk University “Color Concepts”

Mohawk University “Cash is King”

Mohawk University “Advanced Selling Skills”

~Numerous additional installation and product training seminars~

# Personal skills & characteristics

Honesty and Integrity

Straight Forward Approach

Outstanding Work Ethic

Empathetic to Clients Wants, Needs, and Experiences

Maintains Positive Outlook

Maximizer of Sales and Profitability

Motivated Self Starter

Fast and Eager Learner

Team Motivator

Long-term Relationship Builder

Installation / Industry Savvy

***Business References-***

* *Jim Mathews, President, Carpet Corner- 913-238-8779*
* *Kenneth Bailey, Aladdin Commercial Specialist, Mohawk Industries (former supervisor) – 816-728-8209*
* *David Suderman, Account Executive, The Mohawk Group – 316-796-6852*
* *David Chaddock, Hard surface District Manager, Mohawk Industries-816-509-3467*