

# XXXXXXXX XXXXXXXX

Highly Developed Referral Network / Cultivating & Maintaining Long-Term Relationships

LOCATION | PHONE | EMAIL | LINKEDIN URL

## REVENUE GENERATOR | BUSINESS DEVELOPER | SALES LEADER

A History of Achieving Top Results Through Leadership & Tenacity  
**Generating in excess of \$50M of revenue during career**

**30 years of sales and business development experience** in the construction equipment rental industry. **Possesses a keen business acumen and maintains a strong knowledge of product lines.**

- Customer-centric leader with a commitment to driving notable market growth by developing relationships, creating and executing sales strategies and budgets that **escalates revenue and profits and** exceeds sales targets.
- **Attracts and retains key accounts** by positioning product offering in alignment with customer needs.
- **Progressively increased roles across entire career history with persistence and enthusiasm.** Quickly establishes rapport with customers through careful listening of pain points / buying blocks and the offering of simplified solution resulting in generating new / existing business growth.

- ✓ Strategic Business & Sales Planning
- ✓ Sales & Business Development
- ✓ Revenue & Margin Growth
- ✓ Product/Services Knowledge
- ✓ Contract Negotiations
- ✓ Territorial Account Management
  - ✓ Sales Forecasting
  - ✓ Training & Development
- ✓ Team Collaboration & Relationships
- ✓ Problem Solving & Creative Solutions
  - ✓ Data Analysis & Reporting
  - ✓ Customer Dispute Resolution

Great attention to detail and personal and professional integrity with a **Unique Combination of Customer Focused & Driven Sales Expertise.**

## PROFESSIONAL EXPERIENCES TIMELINE

### Corporate Wireless Optimization and Expense Management (OpDecision, LLC)

AGENT (2019 – Present) | New Jersey/Remote

Assists businesses/customers with solutions to reduce cellular rates. Provides wireless options including negotiations and implementation of the cost savings.

- ❖ **Began career with Xxxxxxx Xxxxxxxx in 1999 – later became one of three founders of same industry privately owned company in 2004 – recruited back to Xxxxxx Rentals in 2009 / Retired from xxxxx in 2018 after cumulative of 16+ years.**

TERRITORY MANAGER (12/2012 – 12/2018) | Xxxxxxx, VA

Responsible for the sale and rental of Xxxxxx Rentals full construction and industrial equipment line within assigned territory. **Transformed Loudoun County territory over 7 years from \$120K monthly sales volume territory to \$900K+ monthly sales volume territory. Awarded Regional “Most Fleet on Rent & Most Territory Volume.”**

- Managed assigned accounts: contracts, terms and conditions, collections, and resolved customer disputes.
- Developed new business within territory and prospective customers from out-of-area job sites.
- Administrative duties included maintaining 1) Call Reports, 2) Sales Reports, and 3) Sales Planning.

BRANCH MANAGER (5/2012 – 12/2012) | Chesapeake, VA

SALES REP (10/2009 – 05/2012) | Xxxxxxx, VA

OUTSIDE SALES REP (Early 2009) | Sterling, VA

**Xxxxxxxxxxxxxx, LLC.**

**FOUNDER/OWNER** (10/2004 – 04/2008) | Xxxxxxxx, VA

One of three founding members - **at the forefront of decision making of the daily operations and long-term strategies** to ensure the continued growth and profitability of the business.

- Formulated a business plan and prospectus with two partners to launch this locally owned and operated construction equipment, sales and rental business.
- Obtained private and institutional financing of over \$1M for start-up capital.
- Secured manufacturers' in-house financing for equipment.
- Participated in building Winchester Rentals customer base and sales revenue through previously established relationships in the local community.

**Xxxxxx Rentals**

**BRANCH MANAGER/Outside Sales Representative** (06/1999 – 10/2004) | Xxxxxxxxxx, VA

*Consistently exceeded sales goals established by management as Outside Sales Representative.*

Quickly promoted to Branch Manager of the Xxxxxx Rentals Nashville, TN location (1999).

**Managed a staff of over 30 employees and a branch rental fleet of over \$10M.**

- Successfully reorganized staff and operations bringing up to Xxxxxx corporate standards.
- Within 30 days produced profit share for previously underperforming product line – first time in the history of the branch.
- **Received another promotion to manage the operations and growth for the Winchester, VA branch (2000)** – the 5th most profitable Xxxxxx location nationwide.
  - Single-handedly build team resulting in turning branch from a moderately profitable location to a powerhouse within SBR – 2nd most profitable location with then 20-30 locations.
- Nominated as Profit Center Manager (PCM) of the year in 2003.
- Additional responsibilities: 1) Branch Purchasing 2) Budgeting 3) Staff Development 4) Sales Forecasting.

## EARLY CAREER EXPERIENCES & ACCOMPLISHMENTS

**Petroleum Installation Construction Company (PCSI, Inc.)**

Promoted to general superintendent after 6 months.

**Valley Supply & Equipment**

**Washington Air Compressor Rental**

Moved to position of branch manager after 2 years.

## MILITARY EXPERIENCE

**United States Navy**

Divisional Lead Petty Officer (LPO) / (G-3) Weapons Department

USS John F. Kennedy. Promoted to (E-5). Received Navy Accommodation Medal.

Approximate supervision of 26 crew. Consistent evaluations at "4.0."

• Tenacious – Goal & Deadline Centric – Methodical •

NAME | PHONE | EMAIL