

RESUME #132

OBJECTIVE

Highly-motivated, knowledgeable, well-organized, and results driven professional to secure a position with your company in **Industrial Sales, other key position in Marketing, Purchasing, Customer Service, or as applicable**, utilizing my extensive skills, training, education, and experience

SUMMARY OF QUALIFICATIONS

- Over 20 years of proven experience in sales and providing uncompromising highest standards of customer service marketing and selling industrial combustion equipment, valves, and burners, as well as hydraulic pumps and valves, assisting a wide range of customers throughout New York State with their product/service requirements and selections, offering intelligent technical solutions/options customized to project needs, aggressively negotiating pricing and terms, securing agreements for individual equipment up to \$200K, providing ongoing support, and resolving issues to their complete satisfaction
- Over 3 years' experience in a managerial role overseeing operations in the industrial rubber supply industry, supervising up to 12 employees, and proficient with some aspects of workforce development including training new personnel, delegating work assignments, monitoring all work activities for quality and expediency, conducting performance evaluations, and consulting with upper management for employee status/progress reports
- Utilized as a respected resource by peers and clients and recognized as the "go to" professional to resolve complex issues with industrial equipment solutions when other personnel cannot
- Establishes rapport with a diverse customer base, forging strong, long-lasting business relationships
- Strong communications, analytical, math, problem-solving skills
- Experienced using computers, Windows, MS Office, Internet research, proprietary software, and email
- Works well independently and/or in a team environment

PROFESSIONAL EXPERIENCE

03/03 – 01/18 **Inside Industrial Sales / Purchasing**

ACT Associates, Clarence, NY

- Marketed and sold industrial combustion equipment and burners to manufacturers requiring specialized heat processes for their products, predominantly throughout New York State
- Received calls from prospective customers, determining equipment needs, quoting prices, and calculating optimal transportation/logistics solutions with regards to varying levels of urgency
- Represented equipment manufacturers such as Sensus, Maxon, Honeywell, and others and coordinated with such manufacturers to restock inventory or direct ship items to clients
- Provided ongoing client support and maintained regular communications to identify further opportunities or follow-up on special requests as needed

04/93 – 01/01 **Inside Industrial Sales / Purchasing**

Weinman Pump, Amherst, NY

- Marketed and sold industrial hydraulic equipment, pumps, and valves, to industrial manufacturers predominantly throughout New York State
- Provided equipment and parts cost estimations, and coordinated shipments, accordingly
- Represented various equipment manufacturers and coordinated with such manufacturers to restock inventory or direct ship items to clients

EDUCATION, TRAINING & ACHIEVEMENTS

Bachelor Science, Industrial Distribution

Clarkson College of Technology, Potsdam, NY