**JOHN HLOOM**

123 Park Avenue, Knoxville, TN 37996

123.456.7899 • info@hloom.com

A multi-talented and consummately sales professional – who has built a career on bringing innovation, industry expertise, and entrepreneurial spirit to driving business growth. Expertise in consultative “solution” selling, penetrating accounts strategically, up to and including the C-level. Promotes new concepts and ideas and delivers missionary messages. Deep knowledge in all phases of the development, presentation, and sales of a value proposition lifecycle. Creates and expands on strong business relationships with commercial and corporate clients.

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| Areas of Strength |
| * Strategic Sales Planning
* Consultative C-Level Selling
* Lead Generations
* Client/Staff Retention
 | * Sales Incentive Compensation
* New Market Expansion
* Project Planning / Management
* Full Lifecycle Development
 | * ROI Analysis
* Presentations
* Forecasting
* Best Practices
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# EXPERIENCE

***Sales and Business Development Manager***

**NORTH MANUFACTURING COMPANY** 2010 – Present

Perform multiple functions which support the success and growth of this quality-driven manufacturing company. Responsible for financial analysis of sales department budgets, and approval of all sales over $75k.Directly in charge of all pricing/profit margins, sales expenditures, invoices, expense reports, and time cards. Recruit, interview, select, train, manage, motivate, and evaluate staff. Develop pipeline and clientele, establishing a solid footprint within the market. Utilize a strategic approach to penetrate accounts, building relationships with supervisors, and C-level executives.

* Structured an efficient and effective team by assisting in the hiring and review process, utilizing feedback and development plans to ensure the team met the needs of each functional area.
* Maintained up-to-date knowledge and interpretation of company policies and procedures, legal requirements, and government reporting regulation to management, employees, and the general public.

**DEPARTMENT STORE** 2008 – 2010

***Sales Lead***

Partnered with the Sales and Merchandising in curating the product assortment of six distinct collections and over 300 pieces.Primary point of contact for over 50 Regional Sales Representatives. Demonstrated the ability to effectively utilize and manage the merchandising system and thorough understanding of processes including aggressive negotiating of exclusives, maximizing brand opportunities, securing big items, and in-season discounts to aid in exceeding expectations. Conducted market research, store visits, analyzed category details, and consumer and competitive trends in the market.

* Proactively met and delivered high quality product performance results based on goals and budget expectations.

**ELECTRONIC HARDWARE ORGANIZATION** 2007 – 2008

***Sales Manager***

Directed seven Sales Representatives and a four-person support staff.Responded to customer inquiries.Researched the company’s extensive product line to identify the right solution.Performed high volume, high quality data entry.Coordinated details involving order processing, scheduling and deliveries.Worked with multiple internal departments through all phrases of the process. Set a pace of continuously improving professionalism and performance expectations. Managed dealer sales accounts, purchasing and accounts receivable/payables. Coordinated company travel arrangements. Developed and executed marketing and advertising programs.

* Staff Development: Refined and created scalability in the business platform, ensuring team performed all sales activities to be able to define the product and to build a durable client base.

**LOGISTICS COMPANY** 2003 – 2007

***Inside Sales Manager (2004-2007) • Inside Sales Associate (2003-2004)***

Served in two visible, increasingly responsible roles which required outstanding communication, organizational, administrative, service and supervisory skills. Handled and supported a high call and order processing volume. Developed expertise in the company’s large, diverse product line which contained thousands of SKUs.

* Innovation / Process Improvement: Created, implemented and managed a new quotation process.