

Address
Phone
Email

NAME

Summary Seeking a position as a Graphic Systems Account Manager, where my system selling, direct sales, product distribution, and channel management experience can be effectively utilized.

Background includes extensive experience and consistent overachievement of budget for system solution sales of capital equipment and consumables, as well as, successful account management and directing graphic arts dealers in the Graphics Communication Industry.

COMPANY **Location** **2008 - Present**

Professional Experience **Full Line Sales Representative**

- Direct sales of high end digital press systems to the graphics communication industry and to fortune 500 companies in New York State and Western PA. During 2008 I increased the territory Equipment revenues by more than 500% over 2007 results. Closed the second most DI Press Sales during my term at Company.
- Responsible for selling Consumable products through the company's Dealer Channels. By the end of 2010 we increased territory Consumables revenue by more than 600% over 2007 results.
- Direct Sales of color capable workflow, Computer to Plate Systems, servers and consumables to the Graphic Arts Industry.
- Coordinated with Marketing the launch of the new product line.

COMPANY **Location** **2003 - 2007**

System Sales Solution Manager

- Direct sales for all products developed company in New England, as well as New York City and New Jersey during 2003-05. Led the commercial region in unit sales of two products, as well as, the total number of new customers
- Met and exceeded Plan each year and was the only Commercial System Sales Solution Manager, located in the eastern half of the United States, to be retained following corporate acquisition.
- I was responsible for the sales of the Graphic Arts Product Lines and the additional product line through various distribution channels and direct sales. Met and exceeded budget each year.
- Led region in introductory sales of product and business conversion.

COMPANY**Location****2003*****Executive Business Analyst***

- Developed comprehensive business analysis studies for failing businesses leading to the sales of Consultation Services. (Exceeding \$400.00 per hour.)
- Assisted client management in developing the necessary programs, methods, and procedures that resulted in improved sales, profits and organization effectiveness.
- Closed more than \$2,200,000.00 in contracted consultation agreements.

COMPANY**Location****1999 -2002*****National Sales Manager - Press Manufacturer Channel***

- Established and Directed a Domestic joint marketing alliance
- Direct sales of product to user base throughout the United States.
- Conducted quarterly sales training meetings in all four regions and supported all regional and national trade shows
- Daily involvement with sales representatives and managers on all joint accounts.
- Formulated the co-marketing strategy for presses with platesetters, imagesetters, workflow and consumables.
- Secured 120% quota of new 'profitable' Graphic Systems product sales, directly into customer base.
- Directly responsible for unit sales contributing to more than 23% of all business, in the U S Market, during the last two years.

COMPANY**Location****1982-1999*****Director International Sales, EPS Division***

- Responsible for the distribution of Electronic Prepress Systems through Independent Graphic Arts Dealers and Subsidiaries to countries located throughout the Pacific Rim, the Middle East and Africa.
- Increased annual sales from \$7.1 million to more than \$161 million within the "Rest of World" region.
- Directly responsible for introducing all new "EPS" products into the region and organized and directed sales training.
- Supervised the development of each of the countries annual 'EPS' budgets and presided in the formulation of their respective marketing and distribution strategies.

District Sales Manager – CA Region, Presidents Club***Systems Sales Executive – Southern CA, Presidents Club******Account Executive – Los Angeles, Presidents Club***