

[REDACTED]  
[REDACTED]  
Pelham Manor, New York 10803  
[REDACTED]  
[REDACTED]

### **Summary**

Well-trained, experienced and successful sales manager with acute problem-solving, managerial, and goal setting skills. Seeking a sales management position with a growth-oriented product manufacturer or manufacturer's representative.

- Mature, creative, decisive and highly motivated.
- Able to communicate persuasively, both orally and in writing, with other managers, staff and the public.
- Practice tact, good judgment and exhibit an exceptional ability to establish and maintain effective personal relationships with supervisory and professional staff members and client firms.
- Expert in all aspects of the selling process.

### **Major Accomplishments**

- Created and initiated marketing programs and sales strategies that resulted in sales during the first year of a start-up company that exceeded projections by 20%.
- Developed strategic plans, sales training programs, and product knowledge workshops that resulted in a 59% increase in sales during the first 2 quarters of FY2005 for a new equipment and supply company.
- Earned [REDACTED] Health Dealer of the Year award in 2004 for outstanding sales performance.
- Promoted to Sales Manager of the #1 Chiropractic and Physical Therapy equipment and supply company in New York and New Jersey in recognition of ability to manage the sales process effectively and develop new sales opportunities.
- Secured, through negotiations, a 4-year exclusive use agreement for specialized equipment with a major chiropractic college creating a large and new client base.
- Invited to conduct sales training courses by one of the leading training organizations in the world based on effective communication skills and demonstrated training abilities.

### **Experience**

[REDACTED]

Pelham Manor, New York 10803  
2003 to Present

#### **President**

Responsibilities include

- the development and writing of strategic business plans,
- negotiating dealer agreements,
- recruiting, training and supervising sales personnel,
- securing equipment financing for clients,

- initiating and creating marketing programs which include advertising, mailings and workshops.

[REDACTED]

Bohemia, New York  
1984 to 2003

**Sales Manager**

Duties included

- the direct sales of products to Chiropractic and Physical Therapy professionals,
- securing equipment financing for clients,
- assisting in the development and implementation of marketing plans,
- training and supervising sales professionals,

[REDACTED]

Hauppauge, New York  
1990 to Present

**Sales Trainer**

Responsible for conducting training in sales, human relations, presentation skills and effective communication.

[REDACTED] College

Seneca Falls, New York  
1984 to Present

**Guest Lecturer**

Conduct periodic workshops for student interns in the use of therapeutic modalities.

**Education**

Syracuse University, School of Education

Syracuse, New York  
1982

**Master of Science**

Earned Master of Science degree in Exercise Physiology. Personally selected by the Head of the Department, [REDACTED], Ph.D. to function as his Graduate Assistant. Responsible for teaching undergraduate classes as well as working as a Human Performance Laboratory assistant. Maintained a 3.80 GPA.

State University of New York

Brockport, New York  
1981

**Bachelor of Science**

Physical Education Major with concentration in Exercise Science. Varsity Shot Putter. Appointed Co-Captain of the Varsity Track Team by the Head Coach.