

JEFF LASOURCE

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Qualifications

Project
Development &
Management

New Business
Development

Mechanical
Contractor relations

Key Account
Management

Client Relationship
Management

Consultative &
Solution Sales

Negotiation Skills

Cold Calling

Marketing
Development

Competitive Pricing

Excellent customer
service,
organizational &
time management
skills

Education

UNIVERSITY of WA,
Tacoma, WA
BA, 2006

Membership

Oregon
Transportation
Commission

TERRITORY MANAGER

Territory manager with qualifications including seven years experience in goal-oriented outside sales with an emphasis on value added service with competitive pricing and a focus on positive profit margins and exceptional customer service. Experienced in assessing challenges and implementing strategies to maximize sales.

Professional Experience

Allegis Corporation

Kent, WA

A leading global supplier of access hardware

Territory manager (6/13-6/16)

- Service and management of distributors and end users throughout southern Washington, Oregon and southern Idaho
- Development of marketing and training programs with distributors
- Achievement of two consecutive years of double digit growth
- Experience in sales cycle data entry using the Tour de Force program
- Successful vertical integration of multiple new products with existing customers
- Successfully acquired 5-6 A,B level accounts per year

Zumar Industries

Tacoma, WA

Manufacturer of federal grade highway signs for the Western United States

Account manager (11/06-5/13)

- Actively serviced & managed customer accounts worth 1.5M in annual sales
- Routinely attained and exceeded sales goals by 10% in 2011
- Developed and delivered new business opportunities through business-to-business trade shows
- Experienced in quote preparation
 - Cost analysis/raw material/labor/freight
 - Receive and present pricing
- Generation of marketing materials for sales promotions
- Territory: Washington, Idaho, Oregon, Montana and Alaska

Tides Tavern

Gig Harbor, WA

Restaurant

Barfender/Server (6/00-9/06)

- Customer service