|  |
| --- |
| Eric Clayton508 E Firth Farm Rd, Utah 84405801-645-4758 · etaclayton@gmail.com |
| I have 22+ years of professional experience in Outside Sales, Account Management, Purchasing, Inside Sales, and Management. I want a career in a challenging position drawing on strengths in sales and account management to advance a proven track record for identifying business opportunities, driving sales, and delivering bottom line results. |

# Experience

|  |
| --- |
| June 2015 – February 2019Outside Sales Account manager, AmeriGas Utah, Southern Idaho and Western Wyoming* Generated new business by acquiring new customers and expanding product knowledge.
* Developed new income streams by meeting with new customers, cold-calling local businesses and profiling clients. Proven success in a one-call-close sales.
* Effectively presented and implemented new marketing and advertising products to help enhance the work place and product knowledge.
* Provide superior customer service with organizational skills to manage time & territory for sales effectiveness.
* Networked extensively with clients to build successful business-to-business relationships and business to consumer sales.
* Develop and execute a sales plan for customer’s specific geographic area in order to maintain a high level of effective sales call activity and increase productivity.
* Prepare and present sales proposals to current and prospective customers.
* Offered incentives to employees to generate new customers.
* Built strong customer relationships with new and existing accounts.
* Negotiated and wrote leasing/contract terms to close sales.
* Exceeded my sales goals by 2.7 times every year.
* Analyze budget vs. actual sales numbers to determine targeted sales goals.
* Achieved Rookie Account Manager of the year for the 2015/2016.
* Excellent track record in developing streamlined cost cutting initiatives, implemented budget targets, and total quality management procedures.
 |
| September 2011 – April 2015Outside Sales Account Manager/Purchaser/Inside Sales, norcoWeber and Davis County, Utah* Recruited to develop business opportunities and expand product knowledge.
* Met with new customers, cold-calling local businesses and profiling clients.
* Developed new marketing and advertising products that enhanced product knowledge.
* Business-to-business relationships, negotiated terms, closed sales, and wrote contracts.
* Contracts and customers regarding Hill Air Force Base were written and handled with the knowledge of the Federal Acquisition Regulation (FAR) in order to comply with governmental policy and procedure, worked towards a Blanket Purchase Agreement (BPA) to expedite sales.
* Conduct period performance checks to ensure partner satisfaction and showing improvement.
* Increased sales revenue by 20% in 3 years.
* Developed streamlined cost cutting initiatives, implemented budget targets, and total quality management procedures.
* Built strong customer relationships with new and existing accounts.
* Developed product-marketing initiatives to include market based research, pricing, sales mix targets, brand awareness, and promotion development.
* Analyzed budget vs. actual sales numbers to determine targeted sales quotas.
* As the Purchaser and Inside Sales: I was always punctual, efficient, ethical, and professional.
* A depth of knowledge, use, and experience in safety/welding equipment, gases, and supplies.
* Efficiently assessed customer needs for products or services on the phone and in person.
* Produced daily ticket selecting so the orders could be processed and routed to be delivered to appropriate personnel/departments along with completing paperwork for customer accounts.
* Managed the coordination and directing of the driver’s daily schedule to ensure they had what they needed and they get to each location in a timely matter.
* Each night during closing I accomplished the daily cash report, ensured adequate inventory levels were maintained on the sales floor along with unloading deliveries.

September 2009 – September 2011Inside Sales, Praxair - Welding, Safety, Medical Gases and SuppliesSalt Lake City, Utah* I efficiently assessed customer needs for products or services and help them troubleshoot product problems or repair when needed.
* Route orders to be delivered to appropriate personnel/departments and complete paperwork for customer accounts.
* Detail-oriented and have excellent organizational and time management skills.
* Proficient customer service and communication skills with the ability to work with a diverse clientele.
* Along with my day to day responsibilities I was training for future career choices in management or outside sales in the welding supply industry.
 |

# Education

|  |
| --- |
| 2018P.A.S.S. Training: Plan, Audience and Selling Skills |
| 2017 – 2016 – 2015 OUTSIDE SALES ACCOUNT MANAGER: Yearly group training 2013Purchasing training: Market research2013Miller Tig/mig welding: Weber State University Certificate1997Roy high school: Diploma |

# Skills

|  |
| --- |
| Energetic – Motivated – Self-Starter – Personable – Positive Team Attitude – Respect for Coworkers – Microsoft Windows – Willingness to learn – Team Management – Client Relationship Management – Dependable – Multitasker – Stay Informed with Competition |