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Objective:

I am looking for an opportunity to join your team. Throughout my career I have successfully functioned at every level of business from door-to-door sales to wholesale/retail management and operations.

Career Highlights:

- 42 years of sales experience.
- Proven track record of achieving sales targets.
- Helped establish sales and operations on the west coast.

Have consistently demonstrated the ability to get results at all levels of business. Building relationships with suppliers, customers, and the competition.

Experience:

2019 – Current / American Construction Metals

- Territory manager – Washington, Oregon, N. California, N. Nevada.
- One resource for Roofing Metals, Gutter Coil and Accessories, Siding, Windows and Doors.

2017 – 2019 / American Construction Metals

- Plant Operations Manager – Houston Texas.
- Manufacturing and Distribution Management – Key Metrics: Safety, Associate Morale, Productivity, Service, Quality, Cost Managerial Responsibility: Started with 51 associates grew to 75 associates.

2012 – 2017 / American Construction Metals

- Territory Manager – So. California, So. Nevada, Arizona and Hawaii
- One resource for Roofing Metals, Gutter Coil and Accessories.

2008 - 2012 / Able Sheet Metal Los Angeles, CA

- Sales

2007 - 2008 / Roofing Supply Group Vallejo, CA.

- Branch Manager responsible for sales and operations
- Managed 12 Direct employees
 - Responsible for hiring, training, setting annual sales/distribution targets and annual performance reviews
- Grew sales from \$848K to \$2.8MM

1993 - 2007 / Construction Metals Inc.

- Regional Manager responsible for sales and operations at 4 locations on the West Coast
- Managed 4 Direct employees with up to 28 total including operations and sales.
 - Responsible for hiring, training, setting annual sales/distribution targets and annual performance reviews
- Grew sales from \$150K the first year to \$30MM over a 12-year period

1986 - 1993 / Omni Duct Systems Anaheim, CA

- Class I Truck Driver.
- Shipping Manager.
- Inside Sales Position
- Outside Sales Position

1983 – 1986 / NATKIN & Company Anaheim, CA

- Pipe fitters equipment repair for Job site use.

Additional information and references available upon request