
OBJECTIVE

To find permanent, full-time employment with secure company utilizing my talents and skills.

WORK EXPERIENCE

Territory Manager

September 2011 - July 2016

Kinetico Incorporated | Columbus, Ohio

Personal and Household Services

Territory Sales Manager

Sales from Dublin to Marysville, OH

Residential & Commercial Water Treatment,

Territory Manager

January 2011 - September 2011

Culligan Water Technologies Inc | Columbus, Ohio

Personal and Household Services

Territory Sales Manager

Sales for territory from Plain City to St. Paris, Ohio

Residential and Light Commercial Water Treatment,

Production Manager

May 2006 - September 2008

Alzner Masonry | Canal Winchester, Ohio

Construction - Residential & Commercial/Office

started the stucco/EIFS division and oversaw all responsibilities associated with it. estimated jobs, scheduled subcontractors, oversaw quality and insured general contractor satisfaction, researched and integrated direct buying with suppliers, insured timely payment, made architectural product calls and managed accounts.

General Manager

May 2003 - May 2006

Long Stucco & Stone | Reynoldsburg, Ohio

Construction - Industrial Facilities and Infrastructure

When started in May, 2003, stucco had produced \$50,000. Completed year at \$800,000. 2nd year sold and produced \$ 1.8 million. 3rd year ended at \$ 1.4 million. Running all facets of stucco/manufactured stone/ E.I.F.S. application, including overseeing of 2 superintendent and 30+ field personnel. Sole sales person and handle all sales, quality assurance and administrative facets.

Operations Manager

February 2000 - May 2003

Buckholz Wall Systems | Columbus, Ohio

Construction - Industrial Facilities and Infrastructure

Gross sales were \$750,000 and after 3 years of operating the company, we were online to exceed \$2.5 million. Oversaw 1 superintendent, 1 warehouse manager and 30-35 men in the field. Worked with builders and vendors, performed sales, field management and quality assurance.

Product Specialist

May 1985 - February 2000

Reitter Stucco & Supply | Columbus, Ohio

Construction - Industrial Facilities and Infrastructure

Started in 1985 as secretary and moved to Operations Assistant working in field in scheduling, job profitability and material purchasing. Moved up to Customer Service Representative when supply company started - ran 5 drivers and warehs personnel. Added Purchasing Manager to my responsibilities and became responsible for purchasing for \$3 million supply company while still operating service desk and drivers. Finally promoted to Product Specialist and sold stucco, manufactured stone and Parex E.I.F.S. materials to greater Ohio area leaving with leading sales performance.

EDUCATION

Some College Coursework Completed,

IUSB | South Bend, Indiana

2 years of entry level courses

CERTIFICATION

Kudos Water Certification

July 2016

Kinetico Incorporated

SKILLS

Windows, Excel, Word, QuickBooks Expert

Stucco, Stone, EIFS Inspector Expert

LANGUAGES

English Fluent

PROFESSIONAL MEMBERSHIPS / AFFILIATIONS

Construction Specifications Institute

Builders Exchange of Ohio

Exterior Design Institute

Columbus Building Commission

Columbus Chamber of Commerce

HONORS & AWARDS

2012, 2013, 2014, 2015 Sales Excellence Awards fro

CAREER HIGHLIGHTS

Senior sales professional with 10 years in territory sales in the water and construction product industries. Broad knowledge of residential water treatment and exterior stucco/stone products. Management experience with 15 years experience. Interested in pursuing a sales management position.

REFERENCES

Tina Wicks

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Professional

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Professional

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Professional

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Professional