

Summary

Dynamic, experienced sales and business development professional, skilled at identifying, influencing, and optimizing new opportunities within extremely competitive markets. Highly efficient at achieving large volume sales goals by leading, inspiring and motivating salespeople, and providing extensive coaching and training while cultivating long-term relationships with key decision makers. An extensive and well-rounded fashion and apparel background with strong expertise and experience across multiple sales channels.

Skills & Abilities

Genuine ability to build rapport, trust, and partnership with executive leadership, customers and workforce. Outstanding communication skills with the ability to lead, listen, motivate, and mentor sales teams. An outgoing, positive and fun personality enables the team to secure long term, reliable relationships with key external and internal clients.

Experience

6/2014 – 8/2018

Regional Vice President of Sales – NE

- Accountability for top line and bottom line success within the NE Region geography of NY, NJ, E.PA up to Maine with revenues exceeding \$300MM.
- Developed sales goals, objectives, initiatives, and go to market strategy for 13 territory sales reps within the region. Supported the tactical execution of sales strategies and operations. Grew revenue in 2017 in excess of \$8 MM.
- Recruited and developed talent, measured individual results and managed sales team by conducting 1:1 monthly strategy sessions, weekly team calls, and regular field travel.
- Reported regularly to Executive team on revenue, sales strategies, opportunities and challenges, personnel, and marketing and operational functions across the region.

6/2005 – 6/2014

Vice President of Sales

- Responsible for all aspects of US sales including building, managing, and motivating the US sales team.
- Regular interaction with ownership and senior level executives setting strategy, objectives, goals, garment development for the US market, including decoration.
- Successfully converted multi – line sales team into direct factory reps.
- Other positions held from 12/2002 – 6/2005 - National Accounts Manager, and Director of Sales.

Education

Kean University

1987

BA, Economics, Magna Cum Laude

References

Excellent – Available upon request.