

# DAVE ATLAS

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Responsible, organized self-starter with experience in sales, sales management and marketing. Very strong people and presentation skills with the ability to meet, overcome, and exceed new challenges. Key Skill Sets include:

**B2B & B2C Expertise ♦ Territory Management ♦ Business Development ♦ Consultative Sales  
Representative Management ♦ Customer Service/Satisfaction ♦ Market Research ♦ Product Development  
CRM Savvy ♦ Strong Sales Closer ♦ Multiple Vertical Market Expertise ♦ Account Development**

## EXPERIENCE

### **Polyconcept North America – New Kensington, PA** 2018 – Present

#### FIELD SALES MANAGER, METRO NY AREA

Responsible for the development & sales growth of the Metro NY territory as the #1 supplier for promotional products. Clients include established buying groups, national accounts and distributors and end user presentations with Corporate 500 clientele.

- Achieved 107% of quota for fiscal year 2019, 6.7 million in sales
- Achieved 111% of quota for fiscal year 2018, 2<sup>nd</sup> highest growth in the Northeast Territory

### **Logomark Inc. – Tustin, CA** 2014 – 2018

#### REGIONAL SALES MANAGER, NORTHEAST

Responsible for the development & sales growth of the northeast region as a supplier for promotional products. Clients include established buying groups, national accounts and distributors within the entire region.

- Achieved 109% of quota for fiscal year 2016, #1 Region East Coast, 3.5 Million in sales
- Achieved 15% territory growth for fiscal year 2015

### **Vizant Technologies – Chadds Ford, PA** 2012 - 2014

#### REGIONAL MANAGER OF BUSINESS DEVELOPMENT

Responsible for the sales development of my team & myself covering the northeast. Vizant is a consultancy and advisory firm working exclusively to assist organizations that accept any and all financial payments. As the financial payments experts, our goal is to reduce and maintain all costs associated with the acceptance of financial payments.

- Achieved over 150 Million in sales for fiscal year 2013
- Achieved Top 10 companywide for average sale per client @ over 21 Million

### **SuperMedia – Purchase, NY** 2010 - 2012

#### MEDIA CONSULTANT

Responsible for the sales of a variety of advertising solutions for small to medium sized businesses within the counties of Bronx, Westchester and Rockland NY. Products encompass print media, direct mail marketing, and Internet solutions including website development, social media, search engine marketing (SEM) & optimization (SEO).

- Achieved Big East Region Top Ten Consultant in Sales for 2011
- 2011 Presidents Club / Puerto Rico recipient

### **Direct Depot Inc. – Little Falls, NJ** 2009- 2010

#### DIRECTOR OF SALES OPERATIONS

Manage the sales, marketing and customer service departments for a wholesale cabinetry company. Marketplace includes consumer residential, third tier vendors as well as affiliated satellite locations. Managed 8 sales representatives.

- Achieved over 4 million in sales for fiscal year 2009
- Endorsed & Supported 3 representatives in achieving "Over Quota Bonus"

### **Hokanson Inc. - New York, NY Office** 2006-2009

#### SALES MANAGER

Managed the sales & marketing of various custom carpet lines for commercial & residential applications. Sales cycle included cold calling for lead generation, existing client follow-up as well as pre & post order customer service. Worked closely with architects and designers on a consistent basis. Supervised & managed 5 territory sales representatives

- Achieved 101% of quota for 2008 with sales over 800K, 3 representatives over quota
- Achieved 105% of quota for 2007 with sales over 675K, 2 representatives over quota

### **Eastsport Inc. – New York, NY** 2001-2006

#### SALES/MARKETING MANAGER

Managed the sales and marketing of licenses & private label business of company's accessories line into the consumer marketplace. Managed sales of various licenses which include Ironman Triathlon, FIFA World Cup, Disney Cars, Day Runner.

- Achieved over 2.5 million in sales for fiscal year 2005

## Education

### **Hofstra University - Uniondale, N.Y.**

Coursework completed for Bachelors in Electrical Engineering

### **Community College of the Air Force**

Coursework completed for Associates in Electronics