

# Kevin Sephton

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## Summary

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Veteran sales professional with expertise in building and increasing customer sales and accounts. Specific skills and strengths include;

- Sales strategy development and customer service enhancement. .
- Ability to develop and implement targeted programs for pricing, incentives, promotions, advertising and safety that help promote the organization's solutions and ideas. Sales staff training, coaching and mentoring program development.
- Trade show and educational seminars design, development and management.
- Ability to conceive, organize and manage fund raising programs for charities and other organizations.
- Ability to speak effectively in front of groups of all sizes.

## Professional Experience

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### Retail Sales Specialist

October 2019- present

#### Lowes Inc.

Retail specialist selling and presenting products within the retail environment. Following up and securing contracts for products and installations. Maintaining product display and updating product line with new models and inventory. Discussing lead time and pricing for individuals and programs.

### C-Slide LLC

March 2019 -Aug. 2019

#### National Account Mgr.

Responsible for establishing and building relationships with the top 20 distributors within the Promotional product Industry. Traveling the country visiting the headquarters and regional offices for the largest distributors. Participating in their trade show's and national sales meetings.

### Chocolate Inn – Taylor & Grant

2017- 2018

#### Regional National & Key Account Mgr.

Servicing National and Key distributors throughout the southeast. Help to develop programs, incentives, ecommerce, souvenir and marketing programs. Building relationships with new and old accounts, as well as coldcalling and servicing , setting appointments with both non accounts and established accounts.

### Imagen Brands

2015- 2017

#### Regional Key Account Mgr.

Working Key accounts within the region of Tennessee and Mississippi. Presenting both Crown and Vitronic products. Develop new programs and business. Supporting and selling new products, specials and Programs.

### Vitronic Promotional Group

2010-2015

#### Regional Sale Manager

Regional territory manager covering Florida and Georgia, Tennessee, North & South Carolina territories.

### Corvest SPV LLC

#### National Account Manager

Servicing and establishing relations with national accounts in the southeast . Setting appointments with regional offices as well as national headquarters for all accounts located in territory.

### X J D Corporation

#### National Sales Manager

Responsible for the hiring and training of the sales staff and rep. groups throughout the country. Responsible for increasing visibility and developing new business of imprinted mouse pad and computer accessories.