

**Kimberly Salomon**  
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**PROFILE:** Over 10 years of initiating and delivering sustained results and effective change for Fortune 100 and 500 firms across a wide range of industries including healthcare, digital marketing, financial, e-commerce, manufacturing and consumer. Major account management experience lies in strategizing, marketing and leading teams to bring about fundamental change and improvement in process and profitability.

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**Key areas of expertise:**

- Account Management/Development
- Major Account Development
- Presentation/Merchandising
- New Business Development
- Project Management
- Strategic Marketing
- Staff Development/Training
- Cold Calling/Closing
- Reporting Analysis
- Strategic Sourcing/ Vendor Negotiations
- Product Marketing/ Merchandising
- Trade Show Management
- Budgeting/Margin Savings
- Strategic Planning
- Microsoft Office and Adobe Software

**PROFESSIONAL EXPERIENCE**

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**Taylor Communications (formally Standard Register), Dayton, OH**

**July 2018 – January 2020**

*Strategic National Account Manager*

- Manage multiple large national accounts and grew business double digit increase for 2019
- Monitor accounts to ensure contract and brand compliance.
- Collaborate with all internal teams (graphics, customer service, and billing) to insure seamless service to the customers.
- Proactively marketed new products, new programs and create custom client branded product presentations.
- Update/refresh online stores quarterly and promoted through marketing campaigns both online and through email marketing
- Set up onsite vendor shows/corporate events for customers
- Monitored and analyzed stock levels on sites along with running regular reporting
- Collaborate closely with accounting and customer on all billing and invoicing for accounts

**June 2011 - July 2018**

*Manager of Sales Operations*

- Assisted in growing new promotional sales in 2014-2015 by over \$10,000,000
- Manage supplier relationships and negotiated contracts for all promotional hard goods and apparel both domestic and overseas
- Conduct all customer service, inside sales and field training on promotional products from how to sell, quoting and ordering product
- Plan and execute all ASI and PPAI trade show events (hotels reservations for team, vendor meetings, sales training etc.)
- Manage all ESP licenses for the company (over 350 licenses) and reduced unused licenses and saved the company over \$35,000 in one year
- Manage and repaired apparel decorator network and created DOD (decorate on demand) program to better serve our customers

**Oregon Printing, Dayton, OH**

*Business Development*

**July 2010 - June 2011**

- Grew sales pipeline double digits in the first 90 days by adding new customers in Dayton, Cincinnati, Columbus and Kentucky
- Sourced both domestic and overseas product for customers and negotiated pricing

**Think Patented, Dayton OH**

**2008 - June 2010**

*Sales Executive*

- Established and set up all suppliers including international suppliers and utilized past vendor relationships to negotiate special pricing
- Facilitated and conducted training for sales representatives and inside sales group on apparel and hard goods and set up standards
- Developed in-house tools and marketing materials/programs to search items for quoting, tracking order and present promoting products

**Vantage Apparel, Avenel, NJ**

**2007-2008**

*Regional Sales Manager*

- Managed \$2.5 million territory of over 800 accounts in 3 states.
- Responsible for a product line of over 400 apparel items and product presentations to distributors
- Grew several accounts double or triple digits the first year (WorkflowOne up 228%, Cintas Corporation up 100%, Kaeser & Blaire up 20%)
- Exhibit products at trade shows and attend end user shows

**Reynolds & Reynolds Corporation, Dayton, OH**

**2006-2007**

*Outsource Solutions Buyer/Inside Sales/Account Management*

- Negotiated vendor agreements and pricing with all current and potential suppliers
- Provided multiple item pricing in RFP (Request For Pricing) process to land large volume accounts
- Facilitated and conducted promotional training for sales representatives and inside sales group
- Assisted over 150 sales representatives in choosing correct apparel/promotional product vendors to utilize for pricing

**The Relizon Company/ WorkflowOne, Dayton, OH**

**2003-2006**

*National Accounts Representative/Marketing/Sourcing*

- Grew department sales \$1,300,000 in 2004 and \$2,500,000 in 2005
- Supported and trained over 450 outside sales representatives in quoting and selling of promotional products

***EDUCATION* SINCLAIR COMMUNITY COLLEGE – Business and Marketing**