

# PAMELA CLEMENT

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## **EDUCATION BRYANT COLLEGE**

Smithfield, RI

Associates Degree in Business Management

May 1984

## **EXPERIENCE**

### **ACCOUNT MANAGER**

Clearwater, FL

BIC Graphic USA/Norwood Promotional Products

2005 to Present

- Responsible for educating distributor partners on the power of Calendar Advertising, Writing Instruments and Hard Goods through one on one presentations, distributor client meetings and seminars on Calendar University.
- Also responsible for weekly call reports, weekly expense reconciliation and creation and execution of a territory plan.

### **MANUFACTURER'S REPRESENTATIVE**

2002 -

2005

Paul Sprunk and Associates

Ho-Ho-

Kus, NJ

- Responsible for marketing Promotional Products for nine manufacturing companies to distributorships in my territory through sales presentations and sales seminars.
- Also responsible for representing manufacturers at regional and national trade shows.

### **SALES ADMINISTRATOR**

2000 -

2002 The Quill Company

Providence, RI

- Responsible for making sales decisions and handling distributor calls while Sales Managers were traveling. Point of contact for all sales and marketing calls.
- Coordinated all travel preparations for Sales Department as well as attended National and Regional trade shows. Created and facilitated existing Co-op program.

### **MARKETING MANAGER**

1999 -

2000

Klitzner Industries

Providence, RI

- Responsible for designing sales presentations for trade shows and sales meetings and coordinated all travel preparations for the Sales Department.

- Assisted in production of the annual catalog, monthly promotions, and co-op programs.

**NATIONAL SALES MANAGER/SALES SERVICE MANAGER** 1992 -  
1999

Superb Case  
Providence, RI

- Planned and fulfilled the required travel schedule set for each year within budget.
- Increased sales by 20% while maintaining both travel and sales budgets.
- Managed Ten multi-line representatives nationally and internationally.

**AFFILIATIONS NEW ENGLAND PROMOTIONAL PRODUCTS ASSOCIATION**

Board Member

**CALENDAR ADVERTISING COUNCIL**

Board Member

**PPB ADVISORY COUNCIL**

Board Member