

ROBERT DERRIG



(973) 356-6700



Rob.J.Derrig@gmail.com



220 E. Broadway Glendale, CA 91205



Progressive Sales expert with a career spanning over 16 years, including 8 years in the capacity of sales manager. Achieved \$20 million sales two previous organizations. Maintains reputation of meeting and exceeding goals. Proven record in retaining large accounts, expanding account revenue, and initiating account opportunities. Strong analytical skills to identify and interpret complex data for making more effective business decisions and sales strategies.

CORE COMPETENCIES

- Strong ability to lead and deliver the vision, analysis, research, and action plan necessary to succeed in today's competitive marketplace
- Outstanding negotiation skills and deal closing abilities
- Excellent communication, inter-personal, and negotiation skills
- Result-oriented, possessing strong time management and effective problem-solving skills

PROFESSIONAL EXPERIENCE

Oct 2019 **National Accounts Manager – West Coast**

– Present IClick Inc., Seattle, WA

Developed and managed \$20,000,000 in annual sales. Met and exceeded all sales goals in dollar amount and growth percentage. Educated clients on the product offerings of iClick and the importance of mobile accessories as a prime marketing source, which resulted in power electronics grow by 400%.

- Conducted face-to-face meetings with account executives for strategic sales planning, marketing and promotional advertising and organized personal travel schedule and client meetings
- Built and maintained strong business relationships with clients through continuous touchpoint strategies
- Create marketing flyers and campaigns that highlight services that make IClick unique
- Led the majority of all Zoom and teleconference calls that the company participated in during pandemic
- Analyzed and managed to customer metric and quality expectations on a daily basis
- Conducted regular performance reviews of assigned accounts to understand strengths, opportunities, and relevant data

Sep 2014 – **National Accounts Manager**

Sep 2019 ETS Express, Inc., Oxnard, CA

Responsible for all sales and client relationships for 15 national distributor accounts in the promotional product industry that include 7 out of the top 10 with a sale growth of 80% over 5 years. Demonstrated a strong work ethic and leadership skills by working closely with team members, assisting them on complex projects and sharing the knowledge gained while at ETS.

- Oversaw sales, merchandise, and product updates for end user e-commerce stores
- Organized product and flyer mailings as part of a proactive outreach sales strategy to generate sales through widespread new product introduction
- Led one-on-one industry meetings, as well as organized logistics and all collateral needed for presentation
- Promoted ETS express brand and extend awareness on our industry leading service and printing capabilities

EDUCATION

**Bachelor of Business Administration
in Marketing**

Montclair State University, Montclair,
NJ
2009

Scholarships

Frank Calandriello Sr Scholarship
Angelo Raiai Scholarship

AFFILIATIONS

Secretary

Tau Phi Beta Fraternity
2003-2004

- Increased company sales and profitability by working closely with distributors on large quantity opportunities

Sep 2012 – **Inside Sales Representative**

Sep 2014 ETS Express, Inc., Oxnard, CA

Responsible for territory sales exceeding \$20 million through the use of effective sales methodologies. Boosted sales by over 25% from the previous year in each covered territory.

- Assisted customers with creative ideas for their drinkware needs by providing them value specific to their wants
- Presented product line and decoration capabilities in sales meetings and trade shows.
- Interacted with both customers and vendors to complete sales orders, purchasing and follow them through the invoicing process
- Emphasized product features and benefits to prospective customers
- Addressed customer needs and coordinated customer training when necessary

PROFESSIONAL SKILLS

- Communication and Interpersonal skills
- Leadership
- Excellent Negotiation skills
- Flexibility and Adaptability
- Teamwork
- Time management
- Managing Cross-Functional Teams
- Critical Thinking

TECHNICAL SKILLS

- Strategic Management
- Retail Marketing and Management
- Operations Management
- Advertising
- International Business
- Marketing Research
- Consumer Behavior
- Data Analysis and Interpretation

ADDITIONAL WORK EXPERIENCE

Server

Fig & Olive Restaurant, West Hollywood, CA

Sep 2011- Apr 2013

Averaged approximately \$3,000 a day in sales through suggestive selling due to product knowledge. Selected to work private events including Grammy and Emmy after parties as well as a speaking event featuring President Obama.

Server

Chakra Restaurant, Paramus, NJ

Sep 2004 - Jul 2011

Attended weekly company held wine and spirit education classes, as well as wine and spirit tastings outside of the restaurant. Learned about the process in wine, whiskey and tequila making as well as prominent regions and how their final product differs from one another. Averaged approximately \$2,000 a day in sales through suggestive selling due to product knowledge.