

EDUCATION:

Long Island University, C. W. Post Campus, Brookville, NY

Bachelor of Science: Secondary Education, Concentration: Social Studies

EXPERIENCE:

Logomark, Tustin, CA March 2020 – August 2020

Regional Sales Manager

- Maintaining relationships and growing business throughout the Northeast Region (PA to ME).
- Establish and maintain positive relationships with fellow suppliers to grow personally and professionally.
- Responsible for maintaining revenue of 3 million dollars; generated an increase of 15% in revenue for company.
- Focused mainly on virtual tradeshow showcasing standard product line (drinkware, pens, bags, etc.) and PPE essentials during the pandemic.

Midnite Snax, Bethpage, NY March 2014 – March 2020

Business Development and National Sales Manager

- Attend national sales meetings to maintain and grow over 20 national accounts throughout the country.
- Exceeded individual sales of over \$700,000 for approximately 25 accounts.
- Generated revenue goals of over 5% each year.
- Attend larger industry shows: ASI, PPAI, SAGE, SAAGNY multiple times a year.
- Building personal relationships with leading companies in the promotional industry: Axis, Jack Nadel, Staples, Sunrise Identity and many others through monthly sales calls, quarterly entertainment and annual business reviews in order to create new and service accounts.
- Establish and maintain positive relationships with fellow suppliers to grow personally and professionally.

Regional Sales Manager

- Maintaining relationships and growing business while visiting accounts in the Northeast.
- Exceeded over \$500,000 growth in my territory of over 80 accounts
- Attend over 20 trade shows throughout the year. Met with and prospected thousands while working the show. Uncovered over \$250,000 from customers I met at various shows throughout the country.
- Assisting in customer service needs during holiday months.

Sid Jacobson JCC and Camp Jacobson, East Hills, NY 2012-2014

Teen and Travel Camp Coordinator

- Created and ran community service projects for over 200 teens and different communities.
- Hire and train staff members to be a part of the Camp Jacobson team.

West Hills Day Camp, Huntington, NY 2003-2013

Executive Staff: Junior Travel Leader

- Responsible for the well-being and acting as a positive mentor to approximately 80 children, ages 11-13.
- Delegate responsibilities to staff members, ages ranging from 18-22.
- Coordinate and plan activities for the entire summer that are both fun and educational for campers.

ACTIVITIES:

Richard Kurtzman Fishing Trip, Huntington, NY 2012-Present

- Co-chair annual fishing trip in honor of Richard Kurtzman.
- Meet with perspective donors to collect charitable donations with all proceeds going toward Sunrise Day Camp; a camp for children with cancer and their siblings.

AWARDS/RECOGNITION:

- Member of the 2018-2019 Specialty Advertising Association of Greater New York Board of Directors.
- SAAGNY Supplier Inside/Outside Rep of the Year Finalist for 2017.
- Named to the 2017 "Hot List" by Counselor Magazine as an up and coming talent in the Promotional Products Industry.