

## RELATED WORK EXPERIENCE

**SESCO LIGHTING - [www.sescolite.com](http://www.sescolite.com)**

**ACCOUNT MANAGER, BURLINGTON/OAKVILLE TERRITORY**

**MAY 2011 - PRESENT**

*"Sesco Lighting has been a distributor of unique, high quality decorative lighting since 1920."*

### RESPONSIBILITIES

- Manage and grow an existing book of business
- Design and implement new marketing strategies
- Organize and track product from vendors
- Solve any customer service issues in the most efficient manner possible
- Interface with customers on a daily basis

### ACHIEVEMENTS

- Responsible for developing key accounts including Carillion Construction, Mount Sinai Hospital, Cadillac Fairview
- Successfully launched a new signature LED light which had over \$300,000 in sales in the first year
- Awarded "Rookie of the Year" in Ontario for FY 2011
- Achieved 101% of sales target in 2011 and 104% of sales target in 2012

**TORBRAM ELECTRIC - [www.torbramelectric.com](http://www.torbramelectric.com)**

**BUSINESS DEVELOPMENT MANAGER, MISSISSAUGA TERRITORY**

**SEPTEMBER 2008 - APRIL 2011**

*"Torbram Electric is a privately owned Electrical Wholesale Network that was established in 1951."*

### RESPONSIBILITIES

- 100% new business development position, daily cold calling and prospecting
- Targeted electrical contractors and maintenance managers in assigned territory
- Tracked sales achievements in salesforce.com CRM

### ACHIEVEMENTS

- Secured an average of \$238,000 in new business each year
- Averaged 97.5% customer retention rate
- Opened 28 net new accounts in FY'09, the most on my sales team of 9 reps

## EDUCATION

University of Toronto

Honors Degree, Bachelor of Commerce

September 2004 – April 2008

## INTERESTS

I enjoy a variety of activities including golf, softball, hockey, cross-fit training, attending live concerts and exploring new technology.

*References Available Upon Request*

## WHERE GREAT SALES TEAMS BEGIN

*The Allemano Group is an executive sales recruiting company that specializes in the recruitment and placement of Industrial and Business-to-Business sales professionals. Sales teams are the most critical component of every organization, and hiring great salespeople is challenging. We help companies save time and money by finding the right sales talent quickly.*

*To begin your search for the next great sales organization,  
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