

Stan Belle

Street, City, OH 44087 * Home: (555) 555-8624

Mobile: (216) 555-9845 * Email: 555555@fffd.com

Highlights of Qualifications:

- **Superior** Customer Service Skills.
- Expertise in Sales, Marketing, Territory Management, and Sales Management.
- Purchasing ~ Vendor Relations ~ Inventory Control.
- An Experienced Team Player, Bringing Energy and Enthusiasm into Group Efforts.
- Results-Oriented. Will Meet or Exceed All Set Goals and Expectations.
- Able to Build Relationships, Trust and Confidence.
- Customer Driven and Solution Focused.
- **Able to Recognize Client Needs and Meet Them.**

Experience: **IMC Group - Westlake, OH** **1999 - 2009**

ACCOUNT MANAGER (2007 - 2009)

Managed a team of five sales representatives covering a 12-state territory, responsible for expanding sales of \$10 million while improving profit margins.

Notable Accomplishments:

- **Promoted to Account Manager.** Increased team productivity by 20%, by designing and implementing an electronic means of fulfilling customer requests by telephone.
- **Regained the trust of a formerly established customer** by rebuilding rapport, and overcoming client's objections and obstacles to utilizing IEWC's services.
- **Obtained exclusive supplier status** with a #1 ranked company account, by offering an alternative product that allowed the customer to meet their imposed deadline for a major introductory project, *resulting in a \$65,000 sale.*

ACCOUNT REPRESENTATIVE (1999 - 2007)

Maintained and increased sales in two states, accounting for more than \$5,000,000 in sales revenue.

Notable Accomplishments:

- **Tripled sales in Michigan** from \$1,000,000 in sales to \$3,000,000 in two years.
- **Increased new business** by over \$8,000,000, opening 600 new accounts.
- **Improved customer satisfaction and response time**, by training other sales representatives in basic electricity (Ohms Law), product specifications and applications.
- **Increased sales for a major account** from \$250,000 to over \$800,000 in one year, advancing them to a #1 ranked account, while improving their credit worthiness.

OMAC NORTHERN WIRE & CABLE - Broadview Heights, OH

1988 - 1999

INSIDE SALES REPRESENTATIVE

Sales to more than 20 General Motors plants encompassing five states, for maintaining established accounts, and increasing sales for numerous accounts in Ohio, totaling \$3,000,000 to \$4,000,000.

Notable Accomplishments:

- **Increased sales for General Motors from \$750,000 to over \$2,000,000 in one year**, by incorporating sales into more departments.
- **Introduced a new and innovative product to a General Motors plant, saving GM millions of dollars in down time, and netting a \$400,000 order for Anicom.**
- After months of negotiations and coordinating international suppliers, **Anicom acquired an order for \$800,000 under my sales leadership, fulfilling the customer's needs to their satisfaction on their largest project ever.**

Stan Belle

Education: Certificate: Industrial Electricity, *Cuyahoga Valley Vocational School* Brecksville, OH
Diploma Awarded: *Brecksville-Broadview Hts. High School* Brecksville, OH

Professional

Development: Time Empowerment Seminars – *Brian Tracy International*
- Great Ways to Manage Your Time & Double Your Productivity
- How to Master Your Time

Success Comes in Cans – *Joel Weldon & Associates*

- Leadership
- Attitude
- Motivation

Other:

Highest Rank of Eagle Scout in *Boy Scouts of America*
Vice President of Sales in *Junior Achievement* –
- Managed Finances of Corporation
- Profit & Loss Statements
- Prepared Budget and Forecast Reports
- Calculated Commissions
- Door-to-Door Sales and Surpassed All Sales Goals

Volunteer:

Ronald McDonald House
County of Summit Board of MR/DD

References Available Upon Request