
EXECUTIVE MANAGEMENT

OBJECTIVE

An executive management position with an organization seeking a motivated, results oriented leader, with expertise in maximizing sales volume, profit and personnel performance in a multi-site, multi-market environment, while managing budgeted expenses.

SUMMARY OF QUALIFICATIONS

Accomplished and energetic manager with exceptional interpersonal skills and an appreciation for providing first-rate customer service to clients, business partners, and team members. Successful in overall operations in a fast-paced multi-market environment for over fifteen years, with an in-depth knowledge of sales, operations, finance and customer service. A motivational leader with strong analytical, organizational and problem solving skills, committed to the highest levels of ethical, professional and personal excellence.

CAREER HIGHLIGHTS

- Directed sales and customer service for 65+ corporate and independent retail locations in 12 markets nationwide.
- Expanded a sales organization from 9 sites to over 50 high traffic locations in 8 markets, increasing annual revenue by 85%.
- As leader of a \$25 million nationwide retailer, analyzed and reduced the operational financial budgets, with annual savings of \$3.3 million.
- Opened and managed 48 retail locations in California and Nevada during company's expansion.
- Opened regional sales offices and distribution centers in Latin America, Europe, Middle East & Asia.
- Developed strategic business partnerships with vendors, service providers, and distributors worldwide.
- Recruited, trained and coached retail staff and direct sales force of 160 team members during start-up, turn around and expansions.
- Developed and built a property management company in Texas with over 100 properties.

PROFESSIONAL EXPERIENCE

OWNER - (Sept 2002 – Present)
Hidden, San Antonio, Texas

Directed the operations of a property management and real estate investment company.

Responsible for the overall operations of the business, including customer service to property owners and tenants, liaison with builders, building maintenance and repair, sales management, quality control, marketing, strategic planning, collections, and all financial aspects of the organization.

REGIONAL PRESIDENT - (June 2000 – July 2002)

DIRECTOR OF SALES - (June 1999 – June 2000)

Hidden, San Antonio, TX.

Overall responsibility of an international publically traded digital printing equipment manufacturer.

Responsible for achieving sales volume and net profit goals on a quarterly basis. Consistently worked in the field with account representatives and distributors. Promoted in June 2000, to leadership of the company with combined revenues of \$80 million.

PRESIDENT – (July 1998 – June 1999)

DISTRICT SALES MANAGER – (March 1997 – July 1998)

Hidden, Los Angeles, CA

Leadership of \$25 million multi-market company, operating 65 stores, direct sales force, telemarketing department, and regional distributors.

Sales management of 65 corporate and independent retail stores. Promoted in July 1998, responsible for managing all departments of the organization, with a focus on generating profits through increased sales and distribution, and expense reduction.

CHIEF OPERATING OFFICER - (April 1995 – March 1997)

SALES & MARKETING MANAGER - (February 1993 – April 1995)

Hidden, San Antonio, Texas

Reporting to the President/Owner, directed sales, marketing, and operations of cellular & paging retailer

Sales and marketing management of 50+ retail locations in 8 markets, including merchandising, purchasing, customer service centre, sales promotions, advertising design and media placement. Promoted in April 1995.

EDUCATION

Master of Business Administration (MBA) • CALIFORNIA COAST UNIVERSITY, Santa Ana, California
Bachelor of Science (BS) • CALIFORNIA COAST UNIVERSITY, Santa Ana, California