**JOHN HLOOM**

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A dynamic, innovative, and energetic sales and customer service professional, building and strengthening strategic partnerships to provide superior product marketing to impact complex business challenges and produce results.Record of consistent excellence in highly influential, visible, and responsible roles requiring in-depth product knowledge, new and existing account identification, and a strong business initiative. Conveys complex information to professionals and non-professionals while establishing strong presentation, negotiation, and closing skills.

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| Core Competencies | | |
| * Strategic Business Planning * Client-Centered Consultation * Account Retention | * Quality Assurance * Accurate Documentation * Research and Investigating | * Customer Sale/Service * Operational Efficiency * Product Education |

# EXPERIENCE

***Lead Sales Associate***

**SUPPLIER STORE ENTERPRISE** 2013-2014

Represented the corporate vision and image to promote construction products in a high volume environment. Planned, organized, and executed successful customer service consultation and field-based promotional and sales activities to communicate the characteristics, uses, and relevant educational information to provide outstanding customer service at all levels. Developed expertise in comprehensive industry and competitive products to be able to consistently provide consultative value-added service. Utilized consultative sales approach – identifying client needs, and recommending optimal solutions. Employed a variety of relationship building skills and strategic marketing methods to increase prospect base.

* **Identifying Opportunities:** Acknowledged the needs of department, and developed organizational structure to optimize product stock and customer service initiatives to maintain service levels and support corporate sales and goals.
* **Continuous Improvement:** Dedicated lifetime learner – maintains a cutting edge understanding of the scientific, technological, and regulatory aspects of the industry.
* **Safety Innovations and Results** – Rigorously adhered to local, federal, and OSHA standards, continuously analyzing potential exposures and safety issues.

***Associate Account Manager***

**FIRST AID CORPORATION** 2009-2013

Marketed and sold diverse, high quality company product line, with a focus on major account development, volume increase, and territory management. Consistently met monthly revenue goals in the marketing and selling of first aid/safety products & programs to a diverse customer base throughout the state. Negotiatedpricing and close sales.Performed presentations and store administration including scheduling meetings, overseeing paperwork (A/R & collections) and maintaining a large inventory.Drove consistent annual increases in revenue and market share.

* **Top Performer:** Ranked #1 in team within first month of employment. Achieved Pinnacle Club (top 10% of 600 Account Executives). Maintained a 98%+ on time schedule for customer visitations.

***Store Associate***

**AUTOMALL** 2003-2009

Performed financial and insurance product sales functions and operations, supervising a staff of five and reporting to the General Manager.Absorbed in the details of the job – from sales to credit checks to financing.Managed key relationships with banks, financial/insurance companies and the Department of Motor Vehicles.

* **Key Closer:** Integral part of the close – contributing to “closing” sales offering attractive and customized financing options.
* **Staff Development/Mentor:** Trained Business Managers. Developed training curriculum and onboarding presentation.