

PROFESSIONAL EXPERIENCE

Motion & Flow Control Products

4/2016 – Present

Branch Manager

7/2019 - Present

- Responsible for all aspects of branch operations and sales.
- Management of sales operations covering 1.5 states
- P&L Responsibility
- Contract management for OEM, Municipal, and Government contractors in territory.

Territory Sales Manager

4/2016 – 7-2019

- Double digit revenue growth YOY.
- 2016 Salesman of the Year for the Rocky Mountain Region.
- Manage account relationships in territory covering 40%+ of Colorado, and New Mexico.
- Negotiated and won regional supply agreement with Mexico based company with operations in five US states.
- Found building for branch relocation.
- Mentoring counter person who wants to move into outside sales.

Transwest Truck Trailer RV

3/2014 – 4/2016

Commercial Truck Sales

- Increased branch sales of used Class 8 trucks by 10%.
- Cold called prospects in person and over the phone.
- Visited existing and prospective clients daily.
- Managed online advertising for branch.
- Managed account relationships throughout southern Colorado.

General Air Service & Supply

7/2012 – 9/2013

Outside Sales

- Through account acquisition and penetration developed sustainable branch profitability for the first time since it opened in 2007.
- Added the compressed gas business of Pueblo Community College and Black Hills Energy, Pueblo adding ~\$50k in annual revenue.
- Managed account relationships in multiple cities in southern Colorado.

Western Metals Recycling / The David J. Joseph Company

10/2002 – 6/2012

Buyer (Territory Sales Manager Equivalent) (8/2007 – 6/2012)

Kevin M. Parker II

719-355-9169

Pueblo, CO

kparker@psas.ws

- Grew client base by 230% and increased monthly scrap purchases/sales 400% while increasing gross profit. Monthly purchase of \$1-\$3 million with annual savings of up to \$8 million.
- Managed and strengthened account relationships through supplier visits and entertainment.
- Managed accounts over a six state region.
- Forecasted potential growth through analyzing market and industry trends.
- Managed construction projects: office building construction, shop and office remodels, and security camera installation.

Director of Safety, Pueblo (8/2005 – 8/2007)

- Responsible for safety compliance for over 50 employees located on over 75 acres.
- Implemented in house CPR/Fist Aid/AED training with 100% participation.
- Increased annual internal safety audit score from 70% to 98%
- Directed accident and incident investigations including one subcontractor death.
- Conducted policy review and recommended changes which were implemented.
- Presented at internal national safety conferences.
- Conducted regular employee safety meetings.
- Ensured compliance with OSHA regulations.

Equipment operator, equipment maintenance, and production torching (10/2002 – 8/2005)

EDUCATION

B.S. Business Management - Colorado State University Global Campus - 2012

A.S. Business Management - Pueblo Community College - 2009