***John Farmer***

***8590E Quarry Ridge Lane, MN 55125***

***Email: jofar53@yahoo.com***

***Cell: 952-500 -0534***

***Objective : To further utilize career skills and experience.***

***Qualification Summary***

**Strong knowledge of sales/product assortments for small to major account base.**

**Product development.**

**Financial planning ( six month financial planning for key accounts)/ Programming the right assortments for small and large accounts.**

**High initiative, disciplined, results oriented.**

**Excellent communication skills, team player.**

**Top 20% in sales increases for all employers**

***Experience***

***2011 -2017* Silk Road/American Mills/ American Carpet Group: Travel MN, WI, IA ,NE, ND & SD. Key Accounts: Carpet Stores, Hardware Stores, HOM Furniture, Gabbert’s, Nebraska Furniture Mart, Homemakers Furniture , Hospitals & many smaller Specialty Retailers.**

***2001-2011* Shaw Industries: Regional area rug specialist for seven states. Developed Ashley Furniture private label program for Shaw. Key accounts - Nebraska Furniture Mart, Homemakers, HOM Furniture, Slumberland and Ashley Furniture. Top volume sales agent in 2007 & 2008.**

***1995-2001* Champion Active Wear: Regional major account executive for seven states. Increased volume from $1.4 million to $4.2 million. Worked with Target Corp , Kohl’s Department stores, Younker's and Von Maurs.**

***1981-1995*  Miss Elaine:**

**Opened 201 new accounts for firm. That included , major stores Dayton’s , Younkers , Herberger’s, Von Mauers, Prange’s & Boston Store**

***Education***

**University of St. Thomas-St. Paul, MN -B.A. In Business Administration: Deans List.**

**St. Thomas Military Academy- Mendota Heights, MN**

**Graduated : Silver Torch, honors.**