

David English

Franklin, TN 37067

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(615) 423-2659

Motivated, experienced executive sales manager with 25 years' experience in all manners of sales and sales management seeking a challenging position with a progressive and innovative company. Looking to use extensive training to contribute to a business' growth and strength, individually or as part of a team. Willing to work from established home office or on site.

Work Experience

Regional Business Development & Accounts Manager

Steamatic Restoration & Total Cleaning - Nashville, TN

June 2020 to Present

I am the Regional Business Development & Accounts Manager responsible for growing the Commercial & Residential customer base for a National Restoration & Cleaning Company. I am also currently a member of the Greater Nashville Hospitality Association (GNHA), Rutherford County Hospitality Association (RCHA), Greater Nashville Apartment Association (GNAA), as well as a Preferred Vendor for Intero Real Estate and a Select Vendor for the Home Services Division of Crye-Leike Real Estate, with 22 offices and 750 Realtors I work with in the Middle TN. Market.

New Business Development/Accounts Manager

Outdoors Unlimited - Murfreesboro, TN

October 2015 to April 2020

New Business Development & Accounts Manager for General Contractor & Landscape Company. Managed all of Middle Tennessee Market to acquire and manage new commercial accounts.

Regional Accounts / Marketing & Sales Manager

Gadco, Inc - Franklin, TN

January 2007 to 2015

Duties include managing accounts, developing new business through marketing strategies, and sales management.

Develop project estimates and negotiate vendor/supplier contracts while overseeing project operations, online marketing, B2B sales, and generating leads.

Oversee project operations to meet budget constraints and contract specifications.

Accounts & Sales Manager

Trugreen Industries - Nashville, TN

August 2005 to March 2007

Managed sales and service of commercial and residential accounts and oversaw daily office operations and productivity for 20+ employees.

> Increased annual revenue by 20% during tenure.

Branch Manager

Top Care, Inc - Nashville, TN

November 2001 to July 2005

Oversaw profit/loss, inventory levels, scheduling and production reports and monitored sales volumes and sales reports.

Worked closely with 60+ vendors, negotiated contracts for purchase of supplies and materials, examined incoming products to verify quality control requirements.

Regional Manager

Sofas & Seats, Inc - Norcross, GA

March 1996 to January 2001

Responsible for operations oversight at eight 10,000 sq. ft. retail furniture showrooms and a 25,000 sq. ft. warehouse.

Established and monitored profit/loss and weekly budgets, prepared payroll and work schedules for all district employees, and controlled warehouse inventory.

Developed and implemented Excellence in Sales training course.

> Increased sales volume within region by 30%.

Education

Bachelor of Arts in Marketing/Management

Memphis State University - Memphis, TN

1983

Skills

- Advanced experience in managing operations, regional sales management, regional account management, and retail management.
- Extensive training in online marketing, market research, and partnership strategies.
- Very successful in product launches, B2B sales, contract negotiations.
- Consistently contribute to new business development and revenue growth.
- Excel at identifying opportunities, client relations, and customer retention (98%)
- Charismatic with ability to engage and communicate well with professionalism.
- Cultivate a close professional relationship with clients, going above and beyond expectations.
- Contract Negotiation
- B2B Sales
- Branding
- Outside Sales
- Restoration Industry Experience
- Profit & Loss
- Customer Relationship Management
- Salesforce