

JSCO INC. EXECUTIVE RESOURCES
Transportation Recruiting Specialists
<http://www.directacareer.com>
E-Mail: recruiter@directacareer.com
Business: 800-723-2691 - Cell: 316-209-3377

Candidate #nest319sto

OBJECTIVE

To find a company that closely matches my experience and proven success record in sales, management and facilitator. With my skills and experience supply what the customer needs with a quality product or service and produce what a progressive and growing company needs.

Summary of Skills and Experience:

Franchise Sales Manager 2003 to present

Work both independently to gain Leads and with Brokers to gain Prospects. Then through communication I gain a commitment to purchase a Moving Company Franchise. Sales commitments range from \$40,000 to \$70,000.

President and CEO Relocation Industry 1997 to 2003

Constantly recruited business accounts, customers and employees. Worked to gain referrals and grow company revenues by closing sales. Make business decisions within budget requirements. Manage employees.

Service Facilitator for expedited freight company 1995 to 1997

- Supervised eleven customer service agents.
- Worked in conjunction with Sales Contractors, Owner Operators, and Operations personnel to provide outstanding customer service.
- Utilized Qualcomm based communications.
 - **Achievements:** Consistently achieved outstanding levels on all company set objectives. Some responsibilities included customer service and problem resolution, staffing, scheduling, conflict resolution and calling on customers with Independent Sales Agents.

Senior Recruiting Supervisor 1994 to 1995

- **Achievements:** Because of successful recruiting I was given the additional responsibility of New York City, Long Island, Newark NJ and Allentown PA.
- **Achievements:** I successfully recruited 85 new units to the fleet. I closed deals that led directly to the purchase of over 2.5 million dollars in equipment. I exceeded all company objectives and was promoted.

Recruiting Supervisor 1992 to 1994

- Maintained the existing Contractor fleet through follow up and communication.
- Added new units to the fleet as business levels required.
- Developed new leads screened prospects and identified high probability sale prospects.

- **Achievements:** Then I set up meetings and closed sales that led to the purchase of 1.26 million dollars in equipment.
- **Achievements:** I improved the contact to sales ratio from 1 in 5 to almost 1 in 2 in the tough New England sales area and was promoted.

Head Coach 1978 to 1991

- **Achievements:** Aggressively recruited top student athletes from the entire country.
- **Achievements:** Took an unrecognized team and developed a national power consistently ranked in the top twenty teams in the country.
- **Achievements:** Won five championships and maintained a graduation rate of 78% for team members.
- **Achievements:** Selected as the NCAA coach of the year.

Real Estate Investor – Self Employed 1978 to present

- Purchased distressed properties, renovated, rehabbed and sold or rented them for profit.

Crew Leader, Driver, Helper for a Moving and Storage Company 1974 to 1991

Education:

Masters Degree in Higher Education GPA 3.76

Bachelor of Fine Arts in Education GPA 3.02

Detailed Information and references available upon request to:

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