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OBJECTIVE

A sales position that will effectively utilize my acquired expertise, creative talents and commitment to excellence, while achieving my company's expectations and standards.

SUMMARY OF QUALIFICATIONS

- Innovative professional with 13+ years of progressive sales & marketing experience and the skills to drive business growth, capitalizes on new revenue potential, and manages all aspects of daily business operations
- Quick study, with an ability to easily grasp and put into application new ideas, concepts, methods and technologies. Dedicated, innovative and self-motivated team player/builder
- Exceptional leadership, organizational, oral/written communication, interpersonal, analytical, and problem solving skills. Thrive in both independent and collaborative work environments
- Proficient in the use of various computer programs and applications including both Windows and Macintosh operating systems, Microsoft Office, Adobe Photoshop & Illustrator proficient
- Seasoned business professional, traveling over 75% each year domestically, participating in face-to-face business calls

PROFESSIONAL EXPERIENCE

Cardinal Shower Enclosures - Boston, MA

2011 - Current

Outside Sales Representative

Manufacture sales representative tasked with account management and business development within a defined territory (NJ, NYC, Long Island, Rhode Island, Connecticut). Charged with achieving monthly quota's while increasing the amount of new accounts brought into the business each quarter. Responsible for marketing product line and offerings within my territory, working to help my accounts to sell product line to their customer base in order to maximize their revenues. Exceeded yearly quota's working within my defined territory while maintaining and solidifying a new and existing customer base.

POR-15 Inc. - Whippany, NJ

2008 - 2011

Business Development Manager

Charged with business development within the automotive industry (B2B & Distribution) while maintaining existing National Accounts. Conduct one-on-one technical training within the entire product line, as well as performing formal presentations to sales teams and executive staff of distribution/reseller network. Researched and maintained own new business prospecting list within my given territory, while consistently achieving quarterly and annual sales quota's.

Strategic Products & Services - Cedar Knolls, NJ

2000 - 2008

Marketing Manager (2005 - 2008)

Responsible for overseeing Marketing teams yearly objectives, reporting directly to Director of Marketing. Tasks included innovative promotional marketing strategies, Event/Trade show presence in geographical footprint (*25% increase of event activity year over year*), establishing and maintaining partnerships with vendors; streamlining the advertising process to both internal and external customers while keeping within budget. Working with established and newly hired Account Executives to market their territories and help assist them build their sales funnels.

Marketing Coordinator (2002 - 2005)

Responsible for Event/Trade show coordination and contract negotiation, along with Audio/Visual setup. Direct Mail/Direct Response advertising to B2B, Created and published marketing collateral for newly hired Account Executives also designing several brochures highlighting certain products/solutions. Managed and maintained the company's website updates and content. Created and maintained a bi-monthly newsletter. Coordinated monthly educational training webinars for existing customers and Account Executives.

National Sales Support (2000 - 2002)

Worked along side of the National Account Manager in helping maintain several of SPS' largest National Accounts. Generated sales quotes (NEW Systems and Add on Equipment), purchase agreements and scope of work (SOW) on a daily basis for each account. Provided customer service to each account in order to help maintain a certain level of quality and customer satisfaction to keep the customer delighted. Acted as the liaison between the dedicated Customer Service Rep assigned to support each of these accounts and the National Account Manager.