**Brian T. Lindhorst**

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**Objective** Seeking a position of growth within my field that will allow me to utilize my prior knowledge, strong interpersonal skills, and extensive sales experience.

**Education** August 1993- May 1994 *Florida International University* – Social Science Program

September 1994- May 1996 Associates degree in Science from *Ulster County Community College*

August 1996- May 1997 Bachelor’s Degree in Social Science *Hofstra University*

**Experience**

***Oak Beverage- Sale Representative August 2013- Present Time***

Present duties include calling on all key accounts in Rockland County selling a portfolio of import, domestic and craft beers along with wine and draft wine. Also included in everyday work is writing orders, the introduction and sales of new and upcoming products, building displays and stocking for retail stores. Since my date of hire I have grew the territory 10% while maintaining all my draft lines and adding over 20 more new ones.

***Union Beer Distributors – Sales Representative***

***June 2008 – August 2013***

Since my date of hire I have worked in and developed strong customer relations in Rockland, Orange, Dutchess, Sullivan and Ulster Counties. Duties included sales of craft beers to stores, bars and restaurants in Ulster, Orange and Sullivan Counties, writing orders, the introduction and sales of new and upcoming products, building displays and stocking for retail stores.

Have consistently placed in the Top 2 Seasonal incentives since its inception in 2011. Won the Lagunitas trip to both Chicago (2009) and Key West (2011). Was ranked first in the company for both incentives. Additionally, won the Left Hand trip to Colorado in 2011. Was also ranked near the top sales in the Hudson Valley in sales bonuses and other incentives for the past 4 years.

***Frank Guido’s Little Italy – Bar Manager***

***February 2006- May 2008***

Duties included ordering of wine, liquor and beer. Tasting new products and making decisions on whether or not to carry them. In charge of making schedule for the staff and covering shifts. Training new staff in products and how to tend bar.

***Eber Brothers Wine and Liquor–Sales Representative for Bacardi and Jim Beam Products***

***May 2002 – January 2006***

Duties included servicing stores, bars and restaurants in Putnam, Dutchess and Ulster Counties, writing orders, and the introduction and sales of new products. While employed with this group, won a trip to Florida as a top earning new employee for the company.

***Wine Merchants LTD - Sales Representative***

***September 1998 – May 2002***

Duties included servicing accounts in Columbia, Green and Ulster Counties, writing wine and liquor orders, the introduction and sales of new products including building displays, and attending trainings as needed to stay current on products and trends in the field.

**ADDITIONAL QUALIFICATIONS**

* + - * A team player with high energy to produce an honest profit for a good organization.
      * Proven track record for successful sales, closing skills and high customer/employee satisfaction.
      * Highly motivated and dedicated to get the job done.
      * Excellent interpersonal skills with strong, established connections to the community.