



# Chris Kilpatrick

## RESUME

Summary: My objective is to continue to learn and grow and meet new and exciting challenges, and to assist and be a great asset to the company that I will be working for, Thank you for taking the time to review my resume.

**Chris Kilpatrick**  
**02/11/2014**

Chris Kilpatrick  
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[Ckilpatrick7@gmail.com](mailto:Ckilpatrick7@gmail.com)

Summary: Sales/Marketing, and Retail Management with over 11 years of progressively responsible experience.

Demonstrated ability to motivate sales force and increase sales.

Skilled in developing advertising campaigns, sales promotions, and events.

Experience: 10/2013

Marketing/Sales Consultant

Self Employed

Event planning, Public Relations, Proximity Marketing, Customer Service.

Experience: 10/2011-09/2013

Field Sales: 2020 Companies/Verizon New York, NY

Sales/Marketing for Verizon FIOS Internet, TV and Phone Service.

Experience: 05/2010

Field Sales/Marketing

Pierce Promotions/Verizon New York, NY

Sales/Marketing for FIOS Internet, TV and phone service.

Event planning, Door to Door sales, Proximity Marketing, for Businesses, Public Relations, Customer Service, and Customer Care.

In the New York City area, I was in the top five in sales.

Experience: 06/2008-04/2010

Circulation Director/Ad Sales

(MIOA) Marketing Inside out Advertising

The Best Of Manhattan Magazine

Responsible for magazine distribution, Sales for Ad space in magazine.

Business to Business sales, strategic planning, Public Relations and Customer Care.

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Demonstrated ability to motivate sales force and increase sales.

Skilled in developing advertising campaigns and sales promotions.

Experience:

- Since 2006      Sales/Marketing consultant  
Video Inspirations llc. Rahway,NJ  
.Supervise staff  
.Introduced new marketing techniques and set up training program to  
Implement new procedures.  
.Developed promotional campaign for events.  
.Created successful advertising campaign using print, radio and video  
Media.  
.Increase sales 28% profits 11%
- 2003              Department Manager  
To                  Walmart, linden, NJ  
2006              .Supervise a staff of 10.  
.Increase sales by 30% profits 13%  
.Ensures to staff that customer service is the number one priority!  
.Maintain accurate and competitive pricing by completing price changes.  
.Visiting competitors and checking competitor pricing.  
.Maintain the overall appearance of the store.  
.Ability to develop and motivate staff and evaluate their performance.  
.Analyzed trends and ensured availability of best selling items.  
.Controlled inventory.
- 1998              Store Manager  
To                  Eckerd pharmacy, Plainsboro, NJ  
2003              .Supervise a staff of 13  
.Increase sales by 22% profits by 9%  
.Train and develop associates to reach out for management opportunities.  
.Manage store performance analyzing various reports.

Education: High school Diploma, Hillsborough County, FL  
Drafting, mechanical arts, School of Visual Arts, New York city.  
Management training, Eckerd, Computer Science Middlesex Community College.

Verizon certification Training for FIOS, Internet, TV and Phone service.