

JOSEPH DAVIS

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PROFILE

A performance driven, resourceful sales professional with extensive experience and a proven track record in a range of consumer focused industries. Key to my previous success has been a focus on developing and maintaining strong business relationships, ensuring that client needs are clearly understood, met and exceeded whenever possible. This coupled with my desire and willingness to learn and expand my skills and product knowledge has enhanced my ability to adapt and excel in today's ever-changing marketplace.

EDUCATION

NAMSR Medical Sales Training Program **2013**
Registered Medical Sales Representative

C.W. Post College, Brookville, New York – BBA, General Business Administration **1981-1985**
Great Neck North High School, Great Neck, New York **1981**

EMPLOYMENT HISTORY

Unifirst Corporation, Whippany, New Jersey **2013- Present**
Territory Sales Representative

Developed new accounts via cold calling and phone prospecting. Managed a territory of over 1500 accounts in Northern New Jersey. Introduced new products to small and large businesses. Strong closing ratio with company decision makers. Performed CNA's and presentations to C level executives and above.

Leith Inc., Raleigh, North Carolina **2010-2013**
Master Certified Sales Consultant

Exceeded quarterly sales quotas, prospected previous customers to inform them of new products and finance specials available to them. Introduced new and exciting remodels of Toyota products and maintained an owner base of over 200 clients.

D-Bar Group LLC Raleigh, North Carolina **2009-2010**
Sole Proprietor

Owned and operated an upscale nightclub. Was responsible for implementing a complete renovation to the location. Managed six employees on the proper etiquette of maintaining a professional attitude in a high paced, high energy industry.

George Weston Bakeries Inc., Totowa, New Jersey **1997-2008**
Sales Representative, Thomas' Division

Maintained a territory of over 150 clients. Introduced new products and secondary displays to optimize sales. Reduced stale percentages while increasing weekly sales quotas. Achieved salesperson of the month awards. Properly serviced a client base in an assigned territory on a daily basis.

Drake Bakeries Inc., Maspeth, New York **1987-1997**
Route Sales Representative

Received multiple awards for exceeding sales quotas. Maintained an owner base of over 300 accounts in New York City. Trained entry level sales personnel on a DSD delivery system called Norand 4000. Introduced and sold new products to buyers of major supermarket chains.

Taystee Baking Company, Maspeth, New York
Route Sales Manager

1985-1987

Managed a division of 13 sales representatives, within the first month had increased sales and lowered return totals for all routes under my supervision. Surveyed and designed route options to properly service accounts in their assigned territories. Managed 6 of the top routes in the company after implementing service changes and increasing service to major accounts.