
TIM GRAHAM

678-382-4848

timothytlgraham@gmail.com

6319 Aarons Way
Flowery Branch, GA
30542

Profile

Over 17 years experience of quickly identifying new sales opportunities as a means of differentiating myself and developing customer relationships which grows sales dollars. My customers readily comprehend the valid business reason for our interaction and desire to pursue it to help them meet their business objectives. Strong phone skills and well planned meetings at the customer's location with written follow up moves the sales process forward and ultimately winning the business. Complex sales involve knowing and working with people at multiple levels within the customer's corporation. I am skilled at initiating developing these relationships.

Experience

Sales Representative, Essex Brownell, Ft. Wayne, IN — April 2010 - October 2013

- 22% Territory growth in an \$18 million territory 2012
- Leading sales promotion for key vendor 2013
- Localization of \$3.1 million in sales for tier 1 automotive supplier 2013
- Profit margin gain through collaborative efforts with customer and vendor
- Exceeded quota in 2012
- Helped train new sales representative in 2013
- 2013 completed and implemented Miller-Heiman Strategic/Conceptual Selling
- Used personal iPad / web based software as part of sales presentation
- Proficient in Salesforce.com
- Promoted to handle company's largest and most complex customers 2010

Sales, Urban Housing Renewal Project, Holland, MI - January - April 2010

- Increased sales volume by 41%
- Set up structure for sales team
- 90 day aging voicemail call log cue to immediate response
- Proficient in Salesforce.com
- competent in RingCentral

Area Manager, GBC Industrial & Print Finishing Group, Addison, IL — 2003 - July 2009

- Selling PET, BOPP, Nylon, Acetate and PLA films
 - packaging, point-of-purchase, in mould labeling
-

-
- 46% growth in marketing commercial printing film by implementing GBC value
 - 23% growth in Book accounts by implementing GBC value
 - 8.9 sales growth since starting with GBC (territory is now \$3.5 MM)
 - Grew gross profit margin
 - Achieved highest sales of Eco-friendly "Green" films
 - Developed markets for the Scuff Free Matte Film to grow gross profit dollars
 - Market testing for 3 new product for North America
 - Helped train 2 new Area Managers in 2006

Account Executive, CFC International, Chicago Heights, IL 1998-2003

- 7% territory growth while customer base consolidated over 25% (\$3.2 MM)
- Implemented new foils (PETG) to resolve customer issues and gain market share
- Responsible for growing gross profit
- Part of development team for new product roll out
- Developed technical training for production efficiencies and quality assurance
- Managed CFC International's stocking distributor for North America
- Trained new Account Executives in technical problem solving - increasing profits

National Sales Manager, Shaw-Almex USA, Atlanta, GA — 1996-1998

- OEM for thermoforming PVC to Medium Density Fiberboard
- Doubled division sales to \$3.7 MM
- 3 direct reports
- Responsible for growing gross profit margins
- Developed and Marketed new product line which represented 25% of new sales
- Jointly developed with vendor a process for thermoforming PETG opening a new furniture market
- Team leader developed automation process which increased gross profit margin and shortened customers ROI.
- Developed new markets in Australia, China, Canada & Europe

Account Executive, Icon, Norcross, GA 1994-1995

- Achieved 104% sales to budget
- Achieved most valuable player award

Sales Representative, Kraft Foods, Grand Rapids, MI 1991-1994

- Brought product distribution from 80% to over 97%
 - Won Merchandising Award in 1992 and 1993
 - District of the year for 1992 and 1993
-

**Science Teacher, International Christian Academy (ICA), Bouaké, Côte d'Ivoire
1990-1991**

- Taught High School Biology, Chemistry, Physics and 7th grade Earth Sciences
- Developed curriculum based on test books given
- Completed each book and achieved the education requirements set by ICA
- Several of the senior Physics students were able to Clep out of some of the University level physics

Education

Calvin College, Grand Rapids, MI — B.S., Biology 1990

References - Available on request
