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Professional Objectives

To obtain a sales leadership position that will provide growth and opportunity within the company.

Teknion Inc / (2014 – present)

Regional Sales Manager

Manage a key vertical market (Government) for the South Central United States. With a team of 9 local and regional account managers in 8 states. Our charge is to grow sales in three key areas (State & Local / Higher Education / GSA). Successfully implement key strategies around GPOs, state contracts and general contractors. Primary role is to build a sales team of driven and focused representatives motivated to deliver mythological growth. Train and implement a focused workplace strategy providing clients with the right product solutions and the best vehicle for procurement. 6 million in annual revenues in a growing vertical for the Teknion.

Steelcase Inc / (2009 – 2014)

GSA Workplace Consultant

Manage the GSA business within the south central United States (TX, LA, OK, AR, TN). Manage the distribution channels within the markets to optimize GSA participation. Train, develop and conduct calls with clients with GSA dealer sales. Seek out new business development strategies both with dealer participation and stand-alone. Identify key influencers within the A&D community that impact GSA and build relationships. Seek out and educate agency leadership for the development of BPAs / IDIQs. Manage market share from within distribution. 15 million in annual revenues in a 5 state region.

Kimball Office / (2007 – 2009)

Market Sales Manager

Within a given geographical territory, maintain existing business relationships while keeping a strong focus on new business development. Spend 60% of time focused on new target accounts within the South Texas market. Seek out Federal, State and Local & commercial accounts with the intent to develop “Blanket Purchasing Agreements” for office furnishing needs. Deliver quarterly business reviews and product presentations with the intent to grow sales & strengthen relationships. Exceed all order & shipment quotas. 7-8 million in annual revenues in central / south Texas.

Office Depot Inc. / (1990 – 2007)

District Sales Manager

(2004 - 2007) Effectively managed a team of 16 Account Executives. Developed and maintained business partnerships with mid to large sized companies. Ensure selling skills for sales associates were consistent & improved. Identify critical success factors to motivate selling resources & grow revenue. Create annual revenue / margin goals and expectations for sales. 42 million in annual revenues in central Texas.

GSA National Account Manager

(1999 – 2004) Primary responsibility is to build and maintain relationships with clients. Sell and develop business partnerships with federal government clients concerning their office supply needs at all levels. Analyze and understand client procedures to forecast sales trends and develop innovative solutions. Provide, share, and demonstrate to customers methods of procurement for their office supply needs. Identify and develop target accounts through organizational and presentation skills. Develop new business while ensuring existing relationships are maintained. Meet and exceed set quotas and gross profit margin goals.

Customer Service Manager (1995 – 1997) Department’s primary objective is to enter orders and respond to service related issues from various end users. Overall managerial responsibility is to ensure that each customer’s expectations are met with exceptional results. Train, develop, and coach associates to achieve the highest levels of service in the industry. Build a team environment that supports the customer base while ensuring maximum productivity standards. Empathize with upset customers and provide desired solutions.

United States Air Force

919 Special Operations Wing

Eglin Air Force Base, FL. (1989 – 1996) – Munitions Specialist

Training & Accomplishments:

- Presidents Club 4 time winner
- Manager of the year 2006 & 2007
- Sales Associate of the Quarter 6 time winner
- Total Quality Management – Elgin AFB, FL. 1995

Personal

Single professional who enjoys new experiences through travel. 75% – 90% travel in most weeks. Racing enthusiast.

References available upon request.