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## **REGIONAL AND BRANCH SALES MANAGER**

**Sales / Marketing • Training • General Management**

Accomplished and versatile sales executive who consistently generates multi-million dollar sales to distributors, dealers and end users through individual production and team leadership. Sold key accounts totaling \$2.5M, and individual orders as high as \$500K. Grew ground zero companies to \$4M+ annual revenues, and managed staff as high as 22 for sales and operations.

Successfully rebuilds organizations and produces dramatic turnaround through restaffing, quality training, sales management, and customer service. Develops and delivers staff development programs through classroom and one-on-one training for field representatives and supervisors. Provides field expertise back to engineering on competitor products and commodity applications.

***“I create comfortable buying environments, and I teach my sales professionals how to do the same. I show people what needs to be done and why.”***

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### **AREAS OF EXPERTISE**

Strategic Management / Planning	Team Leadership	Turnaround / Reorganization
New Business Development	New Product / Services Development	Territory Development
Streamlining Processes	P&L Accountability	Key Account Development

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### **PROFESSIONAL BACKGROUND**

CONFIDENTIAL COMPANY, California 2009 to 2010  
 Confidential Industry

**Branch Manager**

- Handled complete P&L responsibility with 12 direct reports in sales, service, operations, and support staff.

CONFIDENTIAL COMPANY, Alabama 2006 to 2008

CONFIDENTIAL COMPANY, Texas 2000 to 2006

CONFIDENTIAL COMPANY, Indiana 1997 to 2000

**Western Regional Manager / District Sales Manager (for heavy equipment manufacturers)**

- Developed and maintained 11+ Western States by securing qualified operations for territory distribution, ensuring consistent flow of stock and reordering. (Note: Same position and responsibilities for all three employers.)

**PRIOR EXPERIENCE**

Confidential, **Vice President / General Manager**

- Turned around underperforming operation by restaffing team of 22. Recaptured clients who had moved to competitors, and penetrated new regional market to return operation to profitability.

Confidential, **Sales Manager**

- Broke previous five-year-old sales record as best salesman in the company with annual sales of \$3M, of which \$2.5M were key and high profile industry accounts.

Confidential, **Assistant Branch Manager**, Territory Sales, Manager of Sales Processing

- Opened new satellite branch and built operation from ground zero to annual production of \$4M. Personal sales produced 2/3 of total branch sales. Voted "Top Salesman of the West" out of 80 for two years.

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**EDUCATION**

Arizona State University, Tempe, AZ  
Bachelor of Arts (BA), Business Management

