

EDDIE L GILLIAM

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SALES AND BUSINESS DEVELOPEMENT

Accomplished sales individual with extensive experience closing the sale. Team player who works well independently. Markets served: Construction, Stamping, Oil and Gas, Pole Line Hardware, Railroad, and Assembly Factories.

EXPERIENCE

2013 To 2020

White Cap Construction Supply, Houston, Texas

Premiere Supplier of concrete construction products and accessories.

MARKET SALES SPECIALISTS

- Developing accounts in the Houston, Texas market.
- Successful with cold calling.
- Proficient in follow up with end users.
- Increasing profit margins by selling the customer.

2007-2011

Powers Fastener, Houston, Texas

Leading supplier of concrete and mechanical anchors and fastening systems in North America.

TERRITORY MANAGER

- Responsible for achieving sales targets and generating sales revenue.
- Develop relationships with customers within the assigned territory through prospecting, cold calls and follow through.
- Obtain new orders by reviewing blueprints and spec in product offering.
- Motivate and train distributor sales personnel and demonstrate products to end users.
- Perform power point presentations to structural engineers, increasing spec rate to 93%.
- Organize and perform in trade shows.
- Received Rookie of the Year award in 2008.

1995 -2007

Allied Fastener and Tool, Daytona Beach, Florida

Fastening systems, power tools and other construction products for Commercial and Retail industries.

2002-2007

SALES REPRESENTATIVE

- Develop sales territory from St. Augustine, Florida to Melbourne, Florida, through cold calling and sales strategies.
- Obtain new orders by reviewing blueprints and spec in product offering.
- Increase sales by 100% to the construction and industrial industries.
- Achieved the highest gross profit in the company.
- Received Most Valuable Team Player award in 2006.
- Received the Height of Success award in 2004.

2000-2002

SALES REPRESENTATIVE

- Develop territory in the Tampa, Florida, area calling on the construction and industrial industry by researching potential customers, cold calling and prospecting new business.
- Received Salesman of the Year award 2000.

1999 -2000

TRAINING MANAGER

- Train and direct sales personnel on Powers Fastener products.
- Initiated sales through cold calls and consulting engineers.
- Acting Sales Manager.
- Received Circle of Excellence Award 1999.

1997 -1999

BRANCH MANAGER

- Manage operations, hired, trained, and directed sales personnel resulting in Outstanding Performance Award 1998.

1995 -1997

SALES REPRESENTATIVE

- Develop and maintain territory through research, cold calling and follow up.
- Read blueprints at customer to spec products to close the sale.

EDUCATION

Sylvania High School, Sylvania, Alabama

Northeast Jr College, Rainsville, Alabama

Walker State Technical College, Studied Drafting