

George W Hoy
email gwhoy@sbcglobal.net

OBJECTIVE

Account Manager seeking a position which will provide me the opportunity to utilize my B2B skills and experience, where I can profitably grow and achieve goals through the development of relationships and markets by hunting for new accounts, retaining existing accounts, problem solving and increasing opportunities with existing customers while selling projects from start to finish.

EMPLOYMENT HISTORY

Employer: HD Supply

Title: Account Manager

Location: San Antonio, TX

Duration: 08/2001 - 03/2009

Job Duties: Material and equipment sales and rentals to commercial contractors, Federal/Military Bases and Municipalities in the San Antonio region. Coordinate with branch personnel, regional and corporate entities and related vendors to effectively manage multiple projects simultaneously. Prepare and maintain contract pricing, work orders and competitive quotes. Utilized internet job reports and tracking to effectively monitor new projects and customers. Consulting and sales of specialty technical systems, tools and materials targeting large and medium sized construction projects, selling a wide array of products, including brand name construction materials, tools, fasteners, survey and laser instruments, safety equipment, fire safing material, ADA detectable warning systems, Aco trench drain, Epoxy and concrete chemicals, repair systems and accessories. Continuous development through vendor training and seminars. Representative for our company and product at trade shows and events. Responsible for the procurement of non-stock items to complete orders. MS Office Software systems. Averaged \$2 million in sales 2007 & 2008.

Employer: Lynwood

Title: Account Manager

Location: San Antonio, TX

Duration: 09/1990 - 07/2001

Job Duties: Directed material and equipment sales to commercial construction and masonry projects while managing the growth of my existing customers and successfully expanding a new customer base. Attended business meetings and events for our company sponsored associations and participated in local trade shows. Developed and implemented plans to expand our business presence in my assigned area. I consistently demonstrated a high degree of integrity, professionalism, excellent communication and time management skills. Worked closely with vendors, focusing on product benefits and advantages. MS Office and MAS-90 software systems. Obtained ACI Concrete Field Testing certification

Employer: Symons Corporation

Title: Sales Representative

Location: New Braunfels, TX

Duration: 10/1988 - 08/1990

Job Duties: Responsible for sales and distribution of Symons products through a distributor network in the South Texas Market. Ranked 3rd nationally in product certification testing. Product photography published in corporate color catalog.

EDUCATION

Major: Science

School: San Antonio College

Location: TX