

# CHRISTOPHER BOYD

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## Career Focus

I have been in the Customer Service industry since 1994. I have an extensive background in the Hospitality Business. I have been in the Aftermarket Automotive and Powersports parts, accessories, and performance background for 20 plus years. Customer service minded and I am always giving my best to the customer at all levels. I am passionate about the aftermarket industry and being an enthusiast myself and love being part of the lifestyle I work in and meeting people with the same enthusiasm as I have for the industry. I build long lasting relationships which build business with proven results. I like personal growth and being part of business growth along with high dedication.

## EXPERIENCE

04/22/2021 TO 04/22/2022

**DIRECT DEALER AND WHOLESALE ACCOUNTS MANAGER CENTRAL REGION**

**DYNOJET POWERSPORTS**

**LAS VEGAS, NV REMOTE**

- Contacting, maintaining, and developing sales with regional dealers along with customer service needs and facilitating product training.
- Seek out new business opportunities, such as new dealers and partnership opportunities.
- Attend Trade Shows and Dealer Events
- Met and exceeded monthly sales quota
- Set up and participate in Trade Shows and Events
- Travel to the designated areas to do dealer visits and training. (TX, OK, NM, CO, KS, MO, ID, WY, MT, IA, WI, NE, SD, MN, ND)

04/18/2020 TO 04/16/2021

**SALES ACCOUNT MANAGER**

**TRUCKTECH DISTRIBUTING**

**SLC, UT REMOTE**

- Contacting, maintaining, and developing sales with regional dealers along with customer service needs and facilitating product training.
- Seek out new business opportunities, such as new dealers and partnership opportunities
- Keep accounts aware of current and new vendor product offerings and rebates.
- Handle account orders and returns.

**08/18/2019 TO 02/10/2020**

**REGIONAL DEALER ACCOUNTS MANAGER**

**A1 DISTRIBUTING**

**SLC, UT REMOTE**

- Contacting, maintaining, and developing sales with regional dealers along with customer service needs and facilitating product training.
- Seek out new business opportunities, such as new dealers and partnership opportunities
- Attend Trade Shows and Dealer Events
- Visit, face to face current accounts on a monthly basis
- Keep accounts aware of current and new vendor product offerings and rebates.
- Handle account orders and returns.

**07/01/2017 TO 08/15/2019**

**SE REGIONAL DEALER ACCOUNTS AND WHOLESALE MANAGER**

**TITAN FUEL TANKS**

**IDAHO FALLS, ID**

- Contacting, maintaining, and developing sales with regional dealers along with customer service needs and facilitating product training.
- Seek out new business opportunities, such as new dealers and partnership opportunities
- Attend Trade Shows and Dealer Events
- Set up and participate in Trade Shows and Events
- Conduct monthly plans for moving inventory by developing promotions, jobber visits along with jobber and account product training.
- Travel at least 2 weeks a month to the area to do dealer visits and training. (AR, LA, MS, TN, AL, GA, NC, SC, FL)

**04/2017 TO 06/28/2017**

**SALES/TECH**

**PREMIER PERFORMANCE**

**REXBURG, ID**

- Take sales orders from dealer customers.
- Over 400 lines to choose from and have knowledge of for Day to day sales.
- Product training weekly with vendors.

**01/2015 TO 01/2016**

**DIRECT DEALER ACCOUNTS AND WHOLESALE ACCOUNTS MANAGER CENTRAL REGION**

**DERIVE SYSTEMS (BULLY DOG/SCT)**

**AMERICAN FALLS, ID**

- Contacting, maintaining, and developing sales with regional dealers along with customer service needs and facilitating product training.
- Seek out new business opportunities, such as new dealers and partnership opportunities.
- Attend Trade Shows and Dealer Events
- Increased Year Over Year for the region by 9% to date along with an average of 3 new direct dealer sign ups a month
- In charge of the Power Sports Division and increased sales by over 50% in the first year.
- Met and exceeded monthly sales quota

- Set up and participate in Trade Shows and Events
- Travel at least 2 weeks a month to the area to do dealer visits and training. (TX, OK, NM, CO, KS, MO, IL, IA, WI, NE, SD, MN, ND)

**10/2011 TO 01/2015**

**DIRECT DEALER ACCOUNTS AND WHOLESALE ACCOUNTS MANAGER SOUTH EASTERN REGION**

**BULLY DOG**

**AMERICAN FALLS, ID**

- Maintain, contact, and manage inventory for all accounts by working with all purchasing managers with accounts to facilitate a healthy purchasing schedule and growth potential.
- Conduct monthly plans for moving inventory by developing promotions, jobber visits along with jobber and account product training.
- Attend Trade Shows and Dealer Events and Working closely with account sales force such as inside and outside sales employees along with dealer and jobber shops all the way to the end user knowledge of products.
- Set up and participate in Trade Shows and Events
- Travel at least 2 weeks a month to area to do dealer visits and training.(TX, LA, AR, MS, TN, AL, GA, NC, SC, FL)

**05/2003 TO 10/2011**

**SHOP MANAGER/ INSTALLER,**

**CAG PERFORMANCE IDAHO FALLS, ID**

- in charge of ordering, maintaining inventory, and entering product orders into Quick books.
- in charge of customer service and satisfaction along with facilitating customer scheduling, sales, and installations of numerous aftermarket products such as accessories and performance parts and service.
- familiarized with most aftermarket manufacturers and their products from accessories to performance along with keeping up with trending and popular products and vehicles.

**SKILLS**

- Prospecting and cold calling
- Strategic account development
- Proven sales track record
- Relationship building
- Trusted relationships
- Honesty
- Dependable
- Exceptional customer service skills
- Strong communicator
- Customer-oriented
- Product training and placement
- Excel
- CRM Systems
- Outlook

## **REFERENCES**

1. Justin Simpson 208-524-2040 owner @ CAG
2. Brian Salvati 615-579-0696 @ PSKB (manufacturer rep agency)
3. Darrell Sharp 832-647-7434 @ ReadyLift Rick Estel 601-946-8274 owner @ Ricks Pro Truck
4. Tristan Taylor 479-646-6121 owner @ Tri-State Ent.
5. Johnny Johnson 303-518-6220 @ Dynojet/Manager
6. Royal Coburn 801-403-6869 owner @ TruckTech/Manager @ APG Group
7. Desia Anderson 208-709-7866 @ A1 Distributing/Manager
8. Dan Hourigan 702-526-6737 @ Dynojet/Manager