

JORDAN KILLEN

203-537-0059 | Jordan.m.killen@gmail.com

EDUCATION

University of Vermont | Burlington, VT

- Bachelor of Science, Community Entrepreneurship; Minor: Public Communications, May 2021
- School for International Training: Development Studies, Kampala, Uganda - Study Abroad, Spring 2020

University of Northwestern Ohio | Lima, OH

Associates in High Performance Motorsports Technology, December 2023

WORK EXPERIENCE

Simpson Race Products | Mooresville, NC

Sales Account Manager - Dirt Track | July 2024 - Present

- Manage and expand client accounts within the dirt track racing market, developing strong relationships with racing teams, drivers, and industry stakeholders.
- Provide expert consultation on racing safety products, including helmets, fire suits, harnesses, and other protective gear, ensuring clients receive optimal solutions tailored to their specific needs.
- Conduct product demonstrations and training sessions at dirt track events, educating customers on the proper use and benefits of Simpson Race Products.
- Collaborate with marketing and product development teams to gather customer feedback and identify market trends, contributing to the continuous improvement of product offerings.
- Coordinate with the logistics team to ensure timely and accurate delivery of orders, maintaining high levels of customer satisfaction and retention.
- Analyze sales data and market conditions to develop and implement effective sales strategies, achieving and exceeding sales targets.
- Consistently exceed sales goals, averaging over 25% growth year over year.
- Work on-site at dirt track events to engage with new and existing customers, providing hands-on support and expert advice on our products to boost sales and ensure customer satisfaction.

US Legend Cars International | Harrisburg, NC

Parts Sales Representative | January 2023 - July 2024

- Successfully managed relationships with international clients, ensuring timely delivery of products and providing excellent customer service.
- Assisted customers in finding the right parts for their race cars, providing technical guidance and support as needed.
- Maintained a clean and organized showroom, ensuring that all displays and product information were up-to-date and accurate.
- Collaborated with the shipping department to ensure timely and accurate delivery of parts to customers and dealers.

Menard's | Lima, OH

Sales Associate | April 2022 - December 2022

- Greeted customers in a welcoming and friendly manner while actively listening to their needs.
- Provided customers with valuable product information and suggested products to suit their individual needs and preferences.
- Continually researched new products to better understand inventory and have a deeper understanding of product lines to promote suggestive selling.
- Used knowledge of products along with strategic sales tactics to promote sales and exceed department goals.

Tractor Supply Company | Shelburne, VT

Team Member | February 2021 – May 2021

- Maintained and organized inventory on shelves, ensuring an organized environment for shoppers.
- Received and serviced customers quickly and efficiently, maintaining excellent associate/customer relations.
- Conducted register transactions, including returns and exchanges of purchases.
- Addressed customer inquiries regarding merchandise and store operations.

Law Office of Jerry Farrell JR | Wallingford, CT

Legal Assistant | June 2017 - November 2021

- Transcribed, proofread, organized, and filed legal documents in a timely manner.
- Created and maintained a neat schedule for client meetings.
- Handled correspondence with clients and other professional offices.
- Managed the coordination and execution of special projects as necessary.

RACING EXPERIENCE

- Participated in multiple off-road endurance racing events as a driver/mechanic for various vehicles, including a RZR stock class, Jeep Cherokee, and a 4800 class car.
- Developed a strong understanding of vehicle dynamics, handling, and maintenance through practical experience and research.
- Currently drive and co-drive various off-road race vehicles in races throughout the Northeast.

SKILLS

- Microsoft Office (Word, Excel)
- Time management
- Customer Service
- Teamwork
- Communication
- Problem Solving
- Critical Thinking
- Account Growth
- Market Analysis
- Sales Forecasting
- Networking
- Technical Support
- Account Management
- Business Development