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| Matt riehlTerritory Sales Manager |
| Dynamic individual with experience in sales, marketing and customer service. Proven ability to develop and implement effective marketing strategies to drive revenue growth. Experienced in motivating, training and managing teams to exceed performance targets and customer expectations. Excellent communicational skills and adept at building relations with clients and colleagues.  |

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| bjectiveSeeking a sales Management position to utilize my sales and organizational skills to drive revenue and enhance the customer experienceSkillsNew Account Development, Territory expansion Business developmentInventoryContactBoring, OR. 503-539-9299Mriehl\_68@msn.com  |  | Experience |
|  | Territory Sales Manager – DPI Offroad Brands | 9/23 – 1/24 |
|  | Established and maintained relationships with key customers, resulting in a 15%increase in customer retention and a 10% increase in customer satisfaction. Cold called potential new customers and signed up over 8 new customers per month.  |
|  | Used Equipment Sales Manager – OR TOYOTA LIFT NW  |  7/22 – 7/23 |
|  | Purchased 5 used large forklifts for our used department which would’ve profited in over $50K. Identified and pursued new business opportunities in the assigned area, resulting in a 10% increase in market penetration**INVENTORY MANAGER – B & R AUTO WRECKING 6**/20 – 7/22Checked in all vehicles coming into the yard. Inventoried parts removed by all mechanics for resale. Helped sales force with finding and selling correct parts**NATIONAL SALES MANAGER – Delta Tech Lighting** 12/19 – 11/21Signed up 3 key accounts, performed product training and installation assistance. Promoted products with designing marketing sales flyers and social media posts. **NATIONAL SALES MANAGER – TAYLOR WINGS** 10/18 – 1/19Conducted calls to key customers and worked on getting our product on their shelves. **NATIONAL SALES MANAGER – HEATSHIELD PRODUCTS** 10/17 – 5/18Contacted key customers about new products and worked with their buyers on purchasing out product. Handled inbound calls from retail customers and answered all their questions. **Western Regional Sales Manager – Truck Hero** 2/14 – 4/16Led and motivated a team of 20 sales representatives to exceed their individual and team sales targets, resulting in a 25% increase in sales performance. Prepared and presented sales reports to senior management, providing insight and recommendations that resulted in a 15% increase in sales revenue and a W10% increase in market share. **WESTERN REGIONAL SALES MANAGER – Bushwacker** 1/06 – 2/14Led and motivated a team of 13 sales representatives to exceed their individual and team sales targets, resulting in a 20% increase in sales performance. Prepared and presented sales reports to senior management, providing insight and recommendations that resulted in an 18% increase in sales revenue and a 12% increase in market share.**WEBSITE, PORTFOLIO AND PROFILES**www.linkedin.com/in/matthew-riehl-b9954bb |
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|  | Education |
|  | sAm Barlow HigH ScHool | 1987  |
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