

STEVE BUTTERWORTH

Sales Representative

3344 Hunt Street, Richmond, BC V7E 2L7 Tel: 604-710-7990 Email: stevebutterworth@telus.net

PROFILE Strategic Sales Representative who possesses strong negotiating/relationship building ability; understands the attitudes, interests, needs and perspective of others; negotiates for win/win interest-based solutions. A natural born leader with a pleasant demeanor and superior communications skills both written and verbal. Goal oriented and project-based, with the ability to work in a fast-paced, rapidly-changing environment with a positive attitude and customer-focused approach. Able to deal with challenging situations with integrity, empathy and sincerity.

SUMMARY OF QUALIFICATIONS

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| <ul style="list-style-type: none">• Team Leadership & Training• Marketing & Sales Operations• Development of Sales Processes• Advertising & Promotions | <ul style="list-style-type: none">• Strong Closer of Sales• Customer Relationship Management• New Business Development• Account Management |
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SALES HIGHLIGHTS

**Increased total product sales for Chief Mounts in Western Canada from \$1.2 million to \$2.0 million from 2006 until 2008*

**Increased consumable sales for BestBuy/Futureshop brands from \$400k to \$2.5 million per yr (2005)*

PROFESSIONAL EXPERIENCE

Sales Representative

Omega Nutrition Inc
Vancouver, BC

2008-Present

- Manage all stages of sales cycle including new business development, service quotations, presentation of client proposals, etc for a unique nutrition distribution wholesale business with offices throughout Canada.
- Develop strategies and tools to support sales team in driving revenue
- Analyze data and research to develop target market profiles and specific marketing initiatives.
- Delivered persuasive sales presentations to potential clients in a professional manner
- Provide excellent customer service to new and existing clients and ensure close of sale

Territory Sales Representative (Western Canada)

Eiki Canada (Chief Mounts Canada)
Vancouver, BC

2006-2008

- Took initiative to cultivate all lead sources to generate new and incremental business for Chief Mounts Canada.
- Identified and close sales on a local, regional and national market level.
- Penetrated and saturated prospective and existing customer organizations.
- Followed-up with all leads in a timely manner
- Worked closely with departments and management to prioritize work schedule and meet delivery deadlines
- Sold into the Professional AV, Home Theater, Education, Major Retail, Reseller, VAR, and End-user communities.

Account Manager (Western Canada)

Epson Canada Ltd
Vancouver, BC

2003-2006

- Responsible for increasing sales of a diverse product line that consisted of all levels of Epson's Professional AV products, Home Theater projectors, Ink Printers and all consumables.
- Clients included all levels of Education, Retail, Major Retail, Resellers, VAR, and to End-users.
- Managed and maintained the highest standard of sales, service and support while effectively growing Epson's business within a large territory

EDUCATION & TRAINING

Simon Fraser University

Bachelor of Arts Degree

Anthropology and Kinesiology with minors in Law and education.

Langara College

Diploma, Pacific Rim Business – Japanese Business

SIGNIFICANT ACHIEVEMENTS

- Responsible for the creation and successful launch the Epson Home Theater division throughout Western Canada in 2005 accounting for over 35% of total US sales.
- Won Presidents Club in 2004 and 2005

COMPUTER SKILLS

MS Office, Word, Excel, Powerpoint, Internet Explorer, CRM

References Available Upon Request