**NCRW Sample Profile**

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# OBJECTIVE

What I want to do is find a sales position that pays more money and rewards its top producers. I can sell anything.

# EXPERIENCE

I have been an account manager with O’Brien Paint Corporation headquartered in Minneapolis, Minnesota since June, 2015 when I was hired by them. Actually, they recruited me away from CIM. I live in central Illinois, in Jacksonville which is near Springfield. O’Brien is among the top five paint and coatings manufacturers in America and they sell over 1 billion dollars every year. They are publicly traded.

My territory is 12 Mid-western states and 3 Canadian Provinces with 130 accounts. I report directly to the District Manager. I do everything any other salesman does: taking orders from existing accounts, finding new accounts, proposals, negotiating. I use every method possible to find and make a sale. I sell to buyers or stores who then sell to their customers. I am frequently called in to educate their customers and I sometimes have to train the buyers. I do at least $2M in sales every year and have been ranked as the top 1-2 producing sales person in my territory every year. I had 65 accounts when I started in 2015 and now I have 132 accounts. I’ve negotiated some pretty good long-term contracts but they have all been with local stores. The big national contracts are handled out of our corporate offices. My customers never complain to the company about me or the product.

In 2016 I improved customer satisfaction ratings by 7% and it has remained at that level since. In 2017 I was named to the President’s Club based on my percent of sales over quota and remained a President’s Club member ever since. I always service my accounts and follow up with them after the sale to see if they have any problems. For the last five years I was over quota by double digits - 22% in 2021, 10% in 2020, 14% in 2019, 25% in 2018, and 19% in 2017.

Every year the company either comes out with new products or recycles old ones. I’m really frustrated with the company because I’m one of the best salesmen they have in the region but they have been cutting my territory down and giving pieces of it away to other reps. I am very conscientious about my selling and try to match the right products with the needs of my customers even if it means less of a sale at the time. I find out what they need by consulting with them. I really establish good relationships with them. Many times we get together on the weekends and play golf. We have, also, formed teams for charitable events in town.

Before that I was a Sales Rep with CIM Clark-Sheehan in Chicago from March, 2009-June, 2015 selling biological, diagnostics, pharmaceutical and surgicals to veterinarians for a multi-million dollar corporation. Their headquarters are in Northbrook, Illinois. I increased sales by $450,000 over the previous guy and that was 9% over quota. I did a lot of cold calling and keeping “house” accounts. If there was a problem, like with a shipment, I usually took care of it myself rather than waiting for someone else to do it. I was named salesman of the year in 2011 and 2012. By June of 2010 I had reached 65% of my annual quota. I have, occasionally, trained new company hires, who have gone on to be top salesmen in their own territories. One was even promoted to Regional Manager of the West Coast territory.

After graduating from college I tended bar at the Holiday Inn in Jacksonville, Illinois until I found a job in March of 2009. I was really good at it and was able to control the clientele. It was a very busy place most of the time. I got the management to offer burgers and other sandwiches that were big sellers. By offering food we cut down on the number of calls to the police department to break up bar fights late at night. I received negligible pay increases but really mopped up on tips.

# EDUCATION

I graduated from Southern Illinois University in Carbondale with a Bachelor of Science Degree in Biology in December of 2008. I played intramural football and basketball, and was a big brother for a 10-year old boy in Big Brother/Big Sister. Before that I attended Lincoln Land Community College in Springfield and got my Associate Degree in Liberal Arts in June of 2007. I graduated from Jacksonville High School in Jacksonville, Illinois, May of 2004. I was Captain of my high school football team.

I know tons of computer programs like Microsoft Office and Access and I use PowerPoint in my presentations all the time. I also do remote presentations using Zoom.

I’ve been to lots of seminars including situational leadership, successful selling, sales and motivation skills. I’m a NDPA Certified Coatings Consultant and a Faux Finish Consultant and a NDPA Certified Binks Sprayer Manufacturer.

My free time is spent helping my father farm, especially during planting and harvesting seasons, biking, reading, gardening, and fixing up our old house.

I am currently married with two children, a girl age 9 and a boy age 4, and I do not want to move because I am getting a divorce and do not want to be too far away from my children.

I am an avid golfer and have a pretty good handicap. I golf at least two times a week and close many sales on the golf course.

**Job Ad I’d Like to Apply to:**

**Sales Representative**. Standard Pharmaceuticals. Looking for a top-producer in the sales field for the Central IL area. We are nationally the fastest growing B-2-B company in the pharmaceutical business. Our dynamic growth has created an additional opportunity for an accomplished professional sales person. The ideal Candidate Must: Have a minimum of 5 years professional sales experience, preferably within a consultative selling environment. Have excellent communication & negotiation skills. Have a proven track record in exceeding sales goals and the development of new accounts. Background in customer training a plus. Experience in multi-media presentations preferred. A Bachelors degree is required. Advancement based on job performance. We offer this individual: A competitive Base Salary. A progressive Bonus Program. Sales Incentives/Trips. Car Allowance. Medical/Dental Insurance Life Insurance. 401K Plan. Training. For prompt consideration, please forward résumé to: Gary Bradley, Regional Manager, Standard Pharmaceuticals of St. Louis, P.O. Box 17065, St Louis, MO 61135-9616.