

LESTER SALDINGER

123 Main Street
Anywhere, US 12122
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back6@anywhere.com

Summary

25+ years of professional sales experience. Strong track record covering all aspects of business development. Adept at analysis of complex business issues, capturing new markets, and increasing profitability. Ability to execute multiple projects simultaneously with self-motivation, initiative, and business savvy necessary to meet the challenges of today's competitive marketplace. Team player with a persistent approach to closing sales and identifying needs of buyers and sellers. A long proven talent for making new contacts, and generating repeat/referral business through effective account management and excellent customer service. An outstanding ability to earn customer loyalty. Demonstrates an honest and honorable work ethic, at the same time dealing logically, methodically, and in timely fashion to achieve positive results.

Professional Experience

SELF EMPLOYED

1981 - Present

Sales Representative: Act as a link between seller and buyer focusing (but not exclusively) on excess inventory and closeout merchandise from many firms to large volume buyers with sales totaling well over \$100+M. Companies represented and retailers sold have included Ingersoll Rand, The Stanley Works, Black and Decker, DeWalt, Simon and Schuster, The Readers Digest Corporation, Big Lots, Dollar Tree Stores, and National Wholesale Liquidators.

- * Promote, manage, and build existing accounts while developing new business both nationally and internationally;
- * Use in-house software, references, and contacts; able to locate goods for customers upon request, occasionally on a Direct Import basis;
- * Monitor progresses toward territory plan objectives, identify variances and resolve them;
- * Identify competitive threats along with new business opportunities;
- * Develop relationships across multi-functional areas with mega accounts;
- * Examine sales data and conduct reviews of business performance and promotion strategies;
- * Apply consultative sales techniques whilst growing established accounts exponentially;
- * Identify new channels of distribution, update products to meet channel needs and sell current product portfolio;
- * Create brochures, catalogs, and sell-sheets for easy and immediate review;
- * Oversee all aspects of business operations including budgeting, cost control, accounting functions, sales forecasting, and growth objectives;
- * Manage daily operations of business with \$500,000 in monthly sales through improved management techniques, and inventory control standards;
- * Increase sales at competitor's expense after assessing competitive market position;
- * Perform sales, marketing, and market trend research, identifying and testing markets, setting-up prospect database, develop marketing campaign, while handling all follow-ups;
- * Insure that both factory and customer are satisfied with all aspects of the sale from A - Z.
- * Constantly and extensively search for buyouts of goods through internet, magazine, trade shows and exhibits, etc;
- * Travel nationally and internationally writing purchase orders, establishing and maintaining rapport with potential and existing customers and manufacturers.

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Music Experience

- * Professional Electric Bass Guitarist, 4 and 5 string, fretted and fretless bass;
- * Extensive experience in all musical genres; jazz, soul, funk, R&B, rock, country/western;
- * Performed with 100's of bands, vocalists, orchestras at every type of venue on 4 continents;
- * Independently teach and coach various students how to read, perform, and appreciate music at all levels;
- * Read, write, and arrange music.
- * Currently can be seen at www.soufasdfsdfsagggblbsfgeigt.com as bassist of "Soul be it" a 13 piece band with an emphasis on "the groove"

Creative Skills

- * Remarkably adept at writing; originative and innovative;
- * Scrabble Champion 3 years in a row at college;
- * Astute, attentive, systematic thinker.

Computer Skills

Proficient with Word, Excel, PowerPoint, and Access

Foreign Languages

Bilingual: English and Spanish

Education

ALFRED UNIVERSITY, Alfred, NY
Bachelor of Arts in Liberal Studies

BERKLEE COLLEGE OF MUSIC, Boston, MA
Associates in Music Performance (completed 30 of 60 credits)

References

Furnished Upon Request