

Shawn A. Myers

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SUMMARY OF QUALIFICATIONS

Decorated Military Senior Executive with over 23 years of experience in sales and building customer relations. A proven well-rounded leader and manager with extensive sales and operational management background with strong interpersonal, organizational and communication skills in all facets of sales and customer satisfaction. Proven performer in sales after transition from the military.

PROFESSIONAL EXPERIENCE

**Territory Sales Manager, Reads Diesel
Jacksonville, Florida**

Aug 17 to Present

Responsible for sales and profitability objectives by brand and channel. Also, having day-to-day responsibility for building a market for a company with no current brand or customer base in an area.

- Successfully managed over 10 existing accounts while continuing to prospect for new customers.
- Developed relationships to secure partnership with a large company.
- Managed the purchase and transfer of over 1.8 million dollars of material handling equipment.

**Regional Sales Manager, KMH Systems Inc.
Nashville, Tennessee**

Jan 16 to July 17

Responsible for sales and profitability objectives by brand and channel. Also, having day-to-day responsibility for the company's marketing programs in a specific territory.

- Successfully managed over 40 existing accounts while continuing to prospect for new customers.
- Developed relationships to secure large scale company projects in numerous areas.
- Managed the purchase and transfer of over 1.3 million dollars of material handling equipment.

**Area Sales Trainer, United States Marine Corps
Nashville, Tennessee**

June 13 to Dec 15

Facilitated workshops in sales, public speaking, listening skills, and interviewing techniques to over 70 recruiters. Developed and implemented customized training solutions to improve sales, prospecting techniques, and quality control for 15 Recruiting Management Teams. Performed training and assistance visits and conducted performance improvement training for all levels of management. Key highlights:

- Training resulted in command receiving national recruiting recognition for 2 consecutive years.
- Served as a trainer and supervisor for staff members.
- Supervised all recruiting matters within the corporation.
- Trained all members of the board of directors.
- Implemented networking workshops enabling the company to be better branded and recognized throughout the communities.
- Conducted over 50 leadership evaluations for local sales team.

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**Trainer/Sales Analyst, Kansas City, MO
9th Marine Corps Recruiting District (Mid-West Region)**

June 11 to May 13

Trained a 480-member recruiting force in formal classroom instruction and on-the-job training in annual and monthly accession, quota planning, execution and management for recruiting stations in nine states.

- Provided training and assistance to the leadership and recruiters of 8 recruiting stations in a multi-state area to achieve monthly and annual contracting and shipping goals, surpassing over ½ of the recruiting force nationwide.
- Created custom sales, coaching, leadership, creative thinking and problem solving training packages for recruiters, station commanders and executives within 9 states. Increased productivity and quality to a level of national recognition, resulting in top placed recruiting station, station commander and recruiter throughout all Marine Corps Recruiting.
- Conducted systematic recruiting inspections and follow-up training in support of assigned missions; ensured all system components were properly maintained, promoting mission accomplishment.
- Corrected deficiencies through training, successfully ensuring compliance with all policies, regulations, directives, and orders.
- Trained and supervised senior enlisted and officers on prospecting and sales presentations, gaining over 8,500 applicants annually.
- Provided initial, follow-up and evaluation training in professional selling skills, interpersonal communication skills, enlistment criteria and data analysis, improving sales, processing and closing ratios by over 40%.
- Conducted weeklong orientation classes for all new executive group members throughout the district to ensure all members understood the recruiting process from beginning to end.
- Conducted on-site training throughout 9 states, increasing productivity by 4 %.

**Assistant Area Sales Trainer, Milwaukee, WI
Marine Corps Recruiting Command**

June 07 to June 11

Provided training and instruction for recruiting personnel throughout the states of Wisconsin, Illinois, and Michigan.

- Corrected deficiencies and enhanced sales, planning and communication skills of recruiting personnel through extensive training.
- Trained recruiting staff in sales, public speaking and prospecting activities. Demonstrated how to achieve a winning recruiting station through historical and trend data analysis.
- Created and maintained training packages for all levels in sales, coaching and leadership.
- Improved the recruiting force, enabled successors to perpetuate a winning training and analysis platform that continues to drive Recruiting Station Nashville's successful attainment of all goals and missions.

**Quality Control Specialist, Milwaukee, WI
Marine Corps Recruiting Command**

June 05 to June 07

Oversaw the quality control for the entire region area covering three states. Provided training to all levels of company to improve on quality control as well as processing for all applicants accessing in the United States Marine Corps for Wisconsin, parts of Michigan, and parts of Illinois.

- Developed processes for quality control that led to organizational rewards for top quality control in the region.
- Developed a systematic file system to process over 200 applications a month with 100 percent accuracy.

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**Team Sales Leader, Milwaukee, WI
Marine Corps Recruiting Command**

June 99 to June 05

Directly supervised 7 newly assigned recruiters meeting and exceeding assigned monthly recruitment goals.

- Utilized coaching skills and training techniques to ensure each recruiter successfully completed daily planning to achieve successful monthly goal attainment.
- Supervised and assisted recruiters in daily tasks of prospecting and selling to prospective Marine Corps applicants. Mentored all new recruiters through systematic recruiting techniques.
- Effectively demonstrated a recipe for success that enabled all supervised recruiters to be meritoriously promoted to the next grade for exceeding all annual goals and quality standards.

EDUCATION

- American Public University 72 credit hours towards BA in Business

CERTIFICATIONS

- Achieve Global:
 - Professional Selling Skills
 - Interpersonal Management Skills
 - Problem Analysis and Decision Making
 - Challenges of Leadership in a Recruiting Environment
 - Coaching
 - Train the Trainer "Master Trainer"
 - Selling Skills
 - Coaching
 - Interpersonal Communication Skills