

Rick

EU3096

Sales, Sales Management

Energetic, sales-driven, award winning shooting industry sales management professional with a passion and a sincere interest in building and cultivating long lasting relationships with customers utilizing world class sales and customer service techniques. 25 years of extensive sales and sales team building experience specializing in the sporting goods industry, hunting & fishing sector.

Professional Accomplishments

- Organized and coached and a team of firearms sales professionals in a retail store setting to the #1 sales team in a matter of 7 months. When I took over the team it ranked 13th in sales.
- Recruited, trained, motivated and cultivated 100+ employees to the top 3 stores in sales and customer service in a chain of 13 stores within a 2 year period.
- As a manufacturer's representative I took over a territory that encompassed approximately 300 retail & wholesale clients. Within 2 years I increased sales in the territory 30%.
- Earned the Manufacturers Rep of the Year Award for achieving the outside top sales and customer service representative in the USA for Heckler & Koch (H&K).
- Earned the Salesman of the Year Award with firearms sales in excess of \$1MM for B & B Sales, a prominent sporting goods retailer.

Professional Experience

Experience Unlimited, EDD, Corona, CA 12/2008-Present
Assistant Vice President of Training-Volunteer
A volunteer group of professionals dedicated to the employment searching skills for the unemployed using the latest techniques in networking and focused workshops.

Turner's Outdoorsman, Ontario, CA 6/1992-2000, 10/2007-7/2008
District Supervisor, Store Manager
A retail chain of stores specializing in the sales of hunting and fishing equipment and accessories.

KNIVESAMERICA, Riverside, CA 12/2005-Present
Owner/Operator
Specializing in the retail sales, on-line, of sports cutlery, hunting and shooting supplies & accessories on a part time basis.

J Harding Associates, Riverside, CA 2/2000-11/2005
Manufacturer's Representative
Manufacturer's representative's specializing in the representation of shooting sports and outdoor gear manufacturer's in the 13 Western States.

Education

Friedman's Retail Management Camp for Owners and Managers, Orange, CA. 1996.
Antelope Valley College, Lancaster, CA. Business Major, 1986-1989.
Lockheed Management School, Burbank, CA. HR Communications, 1985-1986.
Hoover High School, Glendale, CA. 1973-1975; Eagle High School, Ft. Campbell, KY. 1977
Page Military Academy, Hollywood, CA. 1969-1973
Life, Accident & Health Insurance license, CA; CBAW Boat & Yacht Sales License; Fluent in Spanish

U.S. Army - Experience, Accomplishments, Related Training, Associations

101st Airborne Division-Marksmanship Training Unit (MTU) Instructor/Composite Rifle Team Member
Top Battalion Rifle Marksman, 3/187 (ABN) Infantry, Regimental Combat Team (Ft. Campbell, KY)
Expert Infantry Badge; Expert Certifications-M16, M203, .45 Cal. Pistol (Ft. Benning, GA)
Air Assault School Certification (Ft. Campbell, KY); TOW School Certification (Ft. Benning, GA)
High Basic Rifle Marksmanship (Ft. Bliss, TX). Honorable Discharge 1983, after serving 3 years active duty and 3 years as an inactive reservist. H & K Weapons School-USP, SOCOM, P7, G36, MP5, (LV, NV)
Life Member-NRA; Member-Navy Yacht Club Long Beach