**[Vice President Consumer Electronics](https://www.postjobfree.com/resume/ad13mp/vice-president-consumer-minneapolis-mn)**

**Location:**Minneapolis, MN

**Posted:**December 19, 2023

**Contact Info:**

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**Resume:**

Dennis Imbody

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OBJECTIVE

I’m a vibrant senior citizen with a long work history in professional sales. As I move into my senior years, I still want to continue being active and add extra income to my retirement income. Since I’ve worked all my life from paperboy to now, I can’t imagine not working and feeling useful.

EDUCATION —

EXPERIENCE

The Ohio State University-

Graduated in 1971 with a BA in History and political Science, College of Humanities

2010-2023

General manager • Sales and production • Five Star Painting-start up painting Franchise

2002-2010

Principal • <manufacturers representative in consumer electronics and hardlines • D.I. Sales, Inc- owner of company. Worked with factories to achieve sales goals. Managed sales force. Ran operations of firm

1990- 2002

Vice president • Head of consumer electronics Division • Felsen- Moscoe- Mitchell manufacturers representatives. Main contact with vendors, supervised sales force, and called on large mass retailers.

Manufactures rep position included representing major (Fortune 500) and minor manufacturers in the consumer electronics and consumer products categories. Call in on major accounts like Target, Best Buy, major retailers, and hardware, catalog and direct mail companies. Managed large sales force to establish strategies and sales goals.

1984-1990

Sales manager of Impact marketing, a large consumer electronics manufacturing company. Managed sales force and called on major accounts.

1977-1984

Vice president of Twin Cities marketing, a medium size consumer electronics manufacturing company, responsible for calling on major and medium size accounts.

KEY SKILLS —

COMMUNICATION

Professional sales with emphasis on marketing and merchandising

Inventory management

Sales management

Supervisory/Hiring

Production/Business management

Responsible for presenting product line reviews and product promotions, sales training dealer employees, inventory management, and accounting management. Through out my career I won numerous awards for outstanding sales, Rep of the Year, and Vendor of the Year(Target/Best Buy)

LEADERSHIP

I have extensive experience in managing sales staffs, hiring sub contractors, and working closely with customers from major companies to consumers.

REFERENCES

Ed Crandall, 4019 Linden Hills Blvd, Minneapolis, Mn, 612-860-5417

Robert Doerr, Tonka Bay, Excelsior, Minnesota, 952-994-1052