**[Territory Manager](https://www.postjobfree.com/resume/acqwiq/territory-manager-wood-dale-il)**

**Location:**Wood Dale, IL, 60191

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**Resume:**

MARC CORWIN 446 Congress Ct, Wood Dale, IL 60191, Cell: 630.267.2758 mcorwin71@yahoo.com

OBJECTIVE Join an organization to increase sales volume, make significant contribution to profits, and

drive increasing business development through individual and team leading efforts.

SUMMARY 16+ years experience in professional consulting and service sales with a stable, successful

track record. Willing to build extensive, trustworthy relationships with clients to obtain new

clients and advise existing clients. Business-to-Business (B2B) sales experience for medium-

to-large companies. Equipped with a strong understanding of P&L thus able to communicate

and analyze financial data to drive business decisions.

STRENGTHS Project Development & Estimation Business & Channel Development

Multi-Site Operations / P&L Management Key Account Management

SOLUTION-BASED CONSULTATIVE SALES STRATEGIC SALES & MARKET PLANNING

Executive Level Presentations & Negotiations Team Building, Training & Motivation

KEY QUALIFICATIONS

Substantial experience in professional sales and marketing with ability to develop accounts

and product promotion.

Technical aptitude and understanding.

Excellent verbal and interpersonal skills. Relate easily at all levels of decision-making

process. Work well as an individual producer or as a team leader in the achievement of sales

objectives. Have a high aptitude for acquisition of new product sales and market techniques.

Experience with sales forecasting, compiling sales figures for an analytical reports, and

supervising and training employees.

PROFESSIONAL EXPERIENCE

2013 to 2015 Territory Manager (Hunter) PIPER PLASTICS, INC.

OVERVIEW Serviced business in the northern Illinois sales region, Massachusetts, New York, and

Florida targeting new customers in the medical, semi-conductor, scientific, packaging

and aerospace sectors. Assisted clients within the plastic industry, plastic and metal

CNC machining, plastics fabrication and high-performance materials injection

molding and extrusion.

As a Technical Sales Representative maintain in upwards to a $1mil in sales revenue per year.

Prospect for new sales opportunities and develop strong working relationships with new customers.

Expand relationships with new/existing customers through consultative selling to increase sales.

Worked independently to manage my time to make three to five solid outside sales calls per day.

As a team player work closely with a dedicated inside sales associate, a production coordinator, and

engineering support and project estimators to completely meet all the companys and customer

needs.

Establishing and maintaining relationships with the company's material manufacturers and service

providers, more project solutions are realized.

Clients: Applied Materials, Halliburton, GE, Rexam, Perkin Elmer, and Cornelius.

2005 to 2013 Owner/Sales Manager (Hunter) POWER BUSINESS INC

OVERVIEW Individual contributor managing sales development and marketing as an electrical contractor. Focused on

business development to the commercial, industrial, heavy industrial, data center and hospital markets.

Responsibilities include maintaining face to face C level client relationships, selling into account base

utilizing service portfolios to maintain and exceed service quotas

Estimate and manage projects

Manage accounts payable, purchasing, payroll and taxes, and accounts receivable

Perform electrical engineering services like arc flash assessment and infrared thermography

Cultivated 2500 new customer contacts, which secured sales revenues in a down economy.

Exceeded a 100% sales revenue increase from 2012 yearly sales by August of 2013.

Helped revamp sales and marketing materials to improve customized messages that appeal to client

needs.

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Clients: FedEx, Gordon Food Services, Noodles & Company, Burger King, and Petco.

Service sold: Electrical contracting services: Energy efficiency & Clean energy consultation, Arc Flash

assessment, De-energized maintenance, Lighting retrofits, Infrared Thermography inspection, Design build

services, Data center and critical back up distribution, Control programming, Electrical distribution adds,

moves and changes; Low Voltage: IT Network Infrastructure, Telephony, Card access, and security systems.

2002 to 2005 Sales Service Manager NES TRAFFIC SAFETY

OVERVIEW NES is a rental and sales provider for traffic control and trench shoring devices. Responsibilities included

managing the sales/ rental division to the small to mid-size road construction market and underground

construction market.

Managed four direct reports, which achieved sales goal of $1M per year.

Managing all financial levers needed to accurately track yearly revenue trends, accounts receivable,

contracts, billing disputes.(Total Account Management)

Management of all internal and external resources, project mangers and all subject matter specialists

Broke into a new territory for Barrier System product sales and rental in the Illinois/ Indiana territory.

Delivered first-ever business wins in Walsh Constructions Building Construction Division to land the

traffic control purchase/ rental for the $1M OHare Reface Project.

Revenue Plan:

2004 Goal 1M achieved 1.1M or 110% to plan

2003 Goal 1M achieved 1.05M or 105% to plan

Clients: Walsh Construction, Plote Construction, GF Structures, Meade, Aldridge Electric, Illinois DOT, and

Indiana DOT.

Products sold: Traffic Control Devices: Barricades, Barrels, Line markings, Construction signs, Barrier

systems, and Road signs.

2000 to 2001 Senior Account Executive (Hunter) ARLON, INC

OVERVIEW Arlon is a global industry leader in coated adhesives and films. Over all responsibilities were leading US,

Mexico, Ireland - sales, marketing, sales engineering and operations.

Building a sales funnel and full quota attainment achieved.

Establishing and outlining goals, objectives & action items to contribute to success of meeting and

maintaining quota

Managed the industrial tapes division which spanned a North American territory and International client in

Northern Ireland and Mexico, a $2.5M per year in incremental sales revenue.

Successfully negotiated a sales program with Springfield Wire which allows a 10% ($ 500K) growth in

product sold from the previous year.

Successfully met the needs and automation application goals of AVX/Yates in Northern Ireland potentially

see a 100% increase in sales, from $.5M in sales revenue to over $1M in sales revenue.

Revenue Plan:

2001 Goal $2.5M achieved 3.5M or 140% to plan

Clients: AVX/ Yates in Ireland, Springfield Wire in Mexico.

Products sold: Coated Film and adhesives.

1996 - 1999 Regional Sales Manager L & J TECHNOLOGIES

OVERVIEW Global manufacturing and technology company - focusing on custody transfer level management systems, tank

breathable products, mandrel web guiding systems, and mold level systems for raw steel products. Managed and

coached sales, business development, sales engineering and operations for the Midwest US.

Managed 30 indirect reports to which achieved the $1.5M incremental sales goal each year.

Trained indirect resources, new application engineers, and new regional sales managers on the tank

breathable products, tank level management systems, high level alarm systems, custody transfer

accuracy, web-guide systems, and mold level systems.

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Managed the GPE product line which sold systems into the Steel Mill applications and was commended

for achieving the $500K sales Goal in the 2nd quarter of the first year managing this product line.

Clients: Inland Steel, Bethlehem Steel, US Steel, Exxon/Mobil, BP Oil.

Products sold: High level alarms; tank level management systems: servo operational, radar operational,

magnetostrictive probes, float operational; tank breathable products, web-guide systems: photoelectric,

infrared, and pneumatic; and mold level systems.

EDUCATION & PROFESSIONAL DEVELOPMENT

2014 IAPD Level 1 certification

International Association of Plastic Distributors, Overland Park, KS

2000 Sales 101, Sales 102, ask for the order; cold calling and cultivation

American Management Association Rosemont, IL

1996 Bachelor of Science Business Management

University of Illinois Chicago, IL

1993 Aviation Electrician

United States Navy Pt Mugu, CA

1996 How to Master the Art of Selling by Tom Hopkins

1997 Conceptual Selling by Robert B. Miller and Steven E. Heiman

1998 Strategic Selling by Robert B. Miller and Steven E. Heiman

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