

Curt Chandler

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Profile

Passionate Sales and Business Leader!

- Founded, operated, sold two successful small businesses.
- Proven entrepreneur and people manager who consistently strives to move the bar forward to achieve challenging goals.
- Brings new ideas and original solutions to the marketplace. Thinks creatively to solve problems and push forward objectives.
- Outstanding sales and leadership skills spanning a 40+ year career in sales and marketing, corporate business development, business ownership.
- Excellent spoken and written communicator. Exceptional collaborator.
- Lifelong teacher and learner.

Empowers others to excel!

Overcomes obstacles to get things done!



Work experience

09.2022 – 06.2023 EUGENE, OR

District Manager - Mobile Division Securitas Inc.

*24/7 Private Security - Remote and Mobile
Full P&L Responsibility*

Provided leadership and accountability for assigned Portfolio; ensured delivery of quality services; directly managed operations to achieve service and profitability objectives. Developed and implemented sales and marketing initiatives to grow District revenue. Scheduled efficiently and effectively to meet client and company objectives. Coordinated and directed new client



Work experience

transitions and integration of new business. Personally engaged and managed client relationships and implemented client satisfaction drivers. Coached, trained and developed site supervisors, account managers and private security personnel.

> Ensured delivery of high quality customer service through regular direct contact with clients; evaluated service quality and initiated corrective actions as necessary.

> Scheduled officers effectively to meet client requirements while controlling labor costs; reviewed site reports to ensure post orders and client objectives were followed.

> Analyzed operational and financial indicators to continuously improve Portfolio performance; ensured profitable operations with full profit and loss accountability.

> Met regularly with clients for status updates and addressed any actual or potential problems; negotiated client contracts; supported client start-ups; carried out security planning, assessments and surveys; reviews and updates to post orders.

> Performed weekly entry of officer's hours worked to assure timely and accurate paychecks and invoices.

> Recruited, selected, oriented, trained and developed high caliber staff in collaboration with Human Resources management.

Work experience

> Planned, assigned and directed work; coached employees to enhance skills; carried out disciplinary actions as necessary.

> Developed and administered Portfolio budget in collaboration with Area Vice President.

> Authorized appropriate expenditures including equipment, supplies and vehicles; ensured vehicles were properly maintained and administered driver training; ensured adequate inventory of uniforms, radios, etc; maintained and submitted payroll weekly.

> Provided input to company, Region and Area initiatives; promptly assisted in the resolution of legal, financial, human resources and administrative issues.

02.2010 – 12.2021 FREMONT, CA, USA

CEO - Owner SF Bay Area Private RVs, Inc

- Managed all aspects of a successful RV rental, repair and storage operation. Generated up to \$1million annual revenue despite a relatively seasonal business.
- Created and implemented highly effective brand imaging and marketing strategies including website, social media, direct mail and email initiatives.
- Responsible for client and customer relations, rental fleet management, repairs, maintenance, insurance claims and more.
- Diversified corporate revenue with the addition of RV repair, maintenance, detailing, factory direct wholesale purchasing, long distance transports, private charters.
- Managed vendor network, technicians and inventory for parts and service.
- Recruited, hired, trained all staffing including technicians, sales reps, reservationists.
- Oversaw financials - P&L, budgeting, financing, purchasing, accounting, inventory, taxes.
- Maintained a home office mirroring the main office including VoIP phone system, robust cloud based reservations/operations system and accounting systems.

Work experience

02.2005 – 02.2010 PITTSBURG, CA

CEO - Owner Bay Area Racing Limos, Inc

- Owned/operated the most successful and most recognized Racing Limos franchise in the U.S.
- Unique NASCAR (auto racing) chauffeured transportation concept.
- Created, implemented successful marketing strategies including website, social media, direct mail and email initiatives.
- Negotiated contracts with local businesses to advertise on unique racing themed limousines.
- Sourced and developed ongoing relationships with event planners and event venues including wineries, restaurants, sporting venues.
- Engaged local charities/fundraisers utilizing the unique limos at silent auctions, golf tournaments, children's charities.
- "Official Limousine Provider to Infineon Raceway" (currently Sonoma Raceway in Napa, California)
- Recruited, hired, trained, managed professional chauffeurs and office staffing.

01.2000 – 02.2005 SANTA CLARITA, CA, USA

NorCal District Sales Manager Fanfare Media Corp

- Advertising products placed in strategic locations throughout large network of major grocery store chains (Safeway, Lucky's, Albertsons, SaveMart, Vons).
- Recruited, hired, trained and supervised staff of 17 outside sales representatives.
- Managed/staffed west coast offices/warehouse/distribution facility.
- Communicated with executive level management to execute marketing and sales goals.
- Traveled extensively throughout California conducting recruiting initiatives, hiring sales staff, ongoing sales meetings and trainings.
- Developed and maintained relationships with supermarket clients.
- Launched and implemented creative sales and marketing strategies which were successfully expanded nationwide.
- Reported daily/weekly/monthly sales and

Work experience

activity data to Vice President of Sales.

- Consistently drove sales results to achieve #1 District revenue producer 4 out of 5 years.

01.1995 – 02.2000 NEWARK, CA, USA

VP Sales/Business Development US Merchant Systems

- Recruited, hired, trained and managed e-business development team and District and Regional sales managers.
- Responsible for developing sales and marketing strategies.
- Successfully identified opportunities, sourced and grew strategic relationships. Pitched, negotiated, and closed new business consistently meeting or exceeding goals and quotas.
- Lead negotiations, coordinated complex decision-making processes, and overcame objections to capture new business opportunities.
- Responsible for managing Business Development and Project Management teams.
- Secured, identified and consulted potential clients for investment and funding, through networking at start-up conferences and events.
- Travel for in-person meetings with customers and partners to develop key relationships.

1990 – 1995 CYPRESS, CA

Western U.S. Regional Manager Electric Mobility Corp.

- Manufacturer and distributor of battery operated mobility devices for disabled.
- As regional sales representative, dominated sales numbers often breaking previous revenue records. Promoted to Regional Mgr Western U.S. within three months of hire.
- Recruited, trained, supervised outside sales force and vast network of service technicians spanning 9 western states.
- Operated, managed and staffed a large Regional warehouse and distribution center.
- Developed relationships with mobility providers including insurance companies, Veteran's Administration hospitals, physical therapist groups, doctors, etc.
- Consistently the top Regional Mgr breaking sales/revenue records 11 times.

Education

1980 – 1981 BAKERSFIELD, CA

Business Administration Bakersfield Community College

1981 – 1983 LAS VEGAS, NV

Business Administration University of Las Vegas

Hobbies



Traveling!



RV &
motorcycle
roadtrips!



Playing guitar!



Live music
events!



Auto racing!



Cooking!

Social Media



@CurtChandler /ChandlerCurt /privaterventals



/SFPrivateRVs /Chandler_Curt

