

I believe

I believe in having fun

I believe that working smarter produces results

I believe that I wake up each morning wanting to help others

I believe in doing the right thing, even when it feels wrong

I believe in working hard & helping others succeed

I believe that working as a team is a better business plan

I believe in leading other people as a team

I believe that being personable builds relationships

I believe that music invigorates the soul

I believe in honesty and integrity

I believe in a thing called love

I believe in crossing the line and taking risks

I believe that having no regrets at the end of each day

I believe that I am better today than yesterday

I believe in making people laugh

I believe in finding solutions

I believe in success

## Russ Hilton

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[russhilton@gmail.com](mailto:russhilton@gmail.com) – [LinkedIn Profile](#)

### Summary

- Account Executive
- Product Positioning/Branding
- Inventory Strategy
- Customer Service
- Account Management
- Marketing Strategy
- Creative Team Leadership
- Personnel Training
- Policy/Procedure Writing

### Career History

Highly motivated and experienced 5-state Account Executive, Marketing Strategist, Tactician, and Team Leader. Experienced in managing and leading personnel in a variety of leadership sanctioned commercial objectives. Versed in merchandising, sales, and customer service. Proven track record of success in a high paced corporate environment. Excel in a teaming atmosphere and individually, strong communication both written and verbally. Proven history of establishing a culture of continuous learning, team building, time management, solution providing, marketing and communication. Exceptional computer, Windows, Microsoft Office, Salesforce, and Concur skills.

### Work Experience

#### Scrubs & Beyond, LLC – St. Louis, MO

3/2011-11/2019

Image Program Specialist – Southeast Region

- Consultative Selling to C-suite Uniform Programs for hospitals, nursing facilities, and nursing schools.
- B2B Sales within a facility utilizing uniform programs to benefit customer needs
- Lead teams in on-site fittings and uniform sales to achieve sales goals

#### Marketing Products Group – Fenton, MO

3/2010-3/2011

Account Executive / Marketing Strategist

- B2B Sales of uniform programs, promotional products, and marketing to achieve customers marketing plans.
- Worked with vendors to negotiate the best possible costs to make the most profit for the company
- Designed and implemented marketing plans for customers

#### Indoff, Inc

3/2011-3/2015

Sales Partner

- Promotional Products Specialist
- Uniform Programs
- Marketing Strategist

#### DJ Russ Hilton – Dittmer, MO

1/1990-1/2015

Owner / DJ –

- Mobile DJ & Master of Ceremonies
- Wedding Reception Coordinator
- Entrepreneur working to fulfill customer's wedding dreams

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### **Education**

Jefferson College – Hillsboro, MO - Associates of Arts Degree

Graduated 1992

Studied Art, Theater, and Physics. Student Activities Director for one year which successfully resulted in events that are still a part of the college today.

Grandview High School – Hillsboro, MO

Graduated 1989

Participated in Art Club and Track

### **Additional Skills I have learned along the way...**

- Proficient in Microsoft Office
- Proficient in Salesforce & Concur
- Build and Maintain Long Lasting Relationships with Customers & Colleagues
- Professional Verbal, Written, & Presentation Skills
- Team Leadership Skills that Impact Results
- To be a Solution Provider for the company and customers
- Utilize technology to be efficient in daily business

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### **References**

#### ***Professional Reference***

Michelle Westbrook (former VP of Sales at Scrubs & Beyond)  
St. Louis, MO – Ph: 314-281-9606

#### ***Customer Reference***

Shawn Corley – Chief Quality Officer / Administrator at Solaris Healthcare Properties  
Merritt Island, FL – Ph: 954-218-1916

#### ***Personal Reference***

Matt Wallach – Senior Manager Marketing Operations at Energizer Holdings  
Hillsboro, MO – Ph: 314-330-3373

### **Personal Achievements**

- Reached sales goal each year at Scrubs & Beyond five years in a row with my most recent years exceeding one million in sales.
- Top sales performer and considered senior Territory Manager at Scrubs & Beyond
- As a volunteer for the Fenton Area Chamber of Commerce, I successfully implemented a marketing plan that led to a 50% growth in membership and monthly attendance over a three-year time span.

### **Volunteer Opportunities**

- Volunteered at Fenton Area Chamber of Commerce developing networking groups, organizing large events, and general assistance in different areas.
- Volunteered with Backpack Program to provide meals for children to utilize while not in school, so they would not go hungry over a weekend.
- Volunteered at Dunedin Cares Food Pantry assisting in stocking shelves and general help as needed.