

# Michael “Blake” Huff Jr.

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## **JOB SKILLS**

- Sales and design of products budgeted up to **\$1.4M** per product
- Creating, updating, and continuously managing specifications, quotes and bids for customer products
- Utilizing marketing techniques, trade shows, social media and other resources to meet *sales goals* and manage territory *market share*
- Utilizations of many different programs including Microsoft programs, databases, Salesforce, QuickBooks, web and graphic design programs, survey programs and many more
- Collaborating with engineers, customers and others to configure and price extremely custom specifications

## **WORK EXPERIENCE**

### **Curtis Lane Equipment**

**July 2024 – Present**

#### ***Sales Specialist***

- Heavy equipment sales for the Fayetteville, NC territory
- Growing market share for assigned territory by working with customers to accomplish their needs
- Working and collaborating with team members in other departments to unify and grow relationships for a new and evolving team

### **Company Wrench**

**January 2021 – July 2024**

#### ***Territory Sales Manager***

- Overseeing sales for heavy equipment purchases and rentals of 25 counties in Eastern North Carolina
- Working with customers to meet their needs and deadlines
- Meeting and exceeding goals in overall revenue and sales within a territory

### **Atlantic Emergency Solutions**

**February 2018 – June 2020**

#### ***Apparatus Specialist***

- Assisted customers with design, purchase and inspection of fire apparatus (trucks)
- Diligently worked with departments to meet customer's specific needs
- Worked directly with manufactures to maintain customer's satisfaction with products and services

### **Fire Connections, Inc.**

**September 2014 – February 2018**

#### ***Apparatus and Equipment Account Manager***

- Assisted customers with design, purchase and inspections of fire apparatus (trucks)
- Provided guidance to customers purchasing equipment depending on departmental needs
- Assisted with trade shows, apparatus and equipment demonstrations
- Maintained contact with all customers

### **R.W. Moore Equipment Company**

**June 2013 – September 2014**

#### ***Compact Equipment Sales***

- Worked with customers to provide compact and construction equipment
- Managed market share within designated territory
- Provided customers service to new, current and past accounts

## **EDUCATION**

### **East Carolina University School of Business - Greenville, NC**

**2013**

- Bachelor of Arts, Business Administration
- Concentration: Management

## **LEADERSHIP AND SERVICE**

- Member of Relief Lodge 431 AF&AM
- Meadow Volunteer Fire Department

**2014 – Present**

**2006 – 2021**