

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

Quality Equipment - Dunn, NC

September 2025 – Present

Sales Representative

- Ag, turf and compact construction equipment sales.
- Working with an array of different customer types.
- Customer contact and account management for multiple types of industries and direct consumer sales.

Curtis Lane Equipment

July 2024 – September 2025

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