




JOSHUA BAKER

SALES | PROJECT MANAGEMENT

» CONTACT

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» REFERENCES

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» EDUCATION

University of Missouri-Columbia
2001-2005
Bachelor of Arts - Business & Communication
Member Sigma Alpha Epsilon Fraternity

» ABOUT ME

If you're looking for a creative, problem-solving leader with a proven track record of success, then look no further. Hard work, respect & integrity are values that have been instilled in me from a very young age by my mom, who taught middle school, and my dad, who has owned his own marketing business my entire life. Combining these values with the creativity I was born with has been the recipe for my success.

» EXPERIENCE

2018-Present **American Health Testing** | Project Manager | Managing Partner

Partnered with a testing facility, our aim was to provide health testing to folks across the country that could be done from the comfort of their homes. I created and designed the product and packaging. Designed the work flow to assure everything was done with compliance. Implemented a CRM Software Platform allowing us to enhance the patient follow up. Created and managed a successful digital marketing strategy to connect with new potential patients. Hired, trained and managed the entire calling team.

2013-Present **Mr. Pickles Photo** | Weekend Entrepreneur

Mr. Pickles Photo is a weekend business my wife and I started in 2013. We provide photography and photobooth services to the St. Louis and surrounding area. We were inducted into TheKnot "Best of Weddings" Hall of Fame in 2019, 1 of only 3 area photobooth companies to achieve this accomplishment.

2015-2018 **Gordon Food Service** | Sales | Customer Development Specialist

Managed \$4 Million+ in Annual Sales. Ranked #2 in Division 2017 & 2018 for E-Commerce Sales. Coordinated the training and mentoring for several new hires. Coordinated multiple ServSafe training seminars for customers. Regularly asked by management to present and demonstrate new technology to my team, as well as to large potential clients as a representative for the company.

2014-2015 **US Foods** | Sales | Division Trainer

Managed the project of implementing and training our entire sales team when we rolled out Salesforce.com as our new CRM platform, including the coordination for our division of a two-week in-house training seminar. Created and managed a 13 week on-boarding program for 5 new sales hires. Used KPI's to identify specific sales reps for targeted training, improving divisional goal performance.

2008-2014 **US Foods** | Sales | Territory Manager

B2B Foodservice Sales (Independent Restaurants, Hotels, Healthcare Facilities, etc)
Managed \$2.5 Million+ in Annual Sales. 2013 Sales Trip Promotion Won-Seattle WA, 2013 Most Stockyards Cases Sold, 2012 Graduate of Aspire to Grow Leadership Development Program, 2011 Sales Trip Promotion Won-Sonoma CA, 2010 Sales Trip Promotion Won-Miami FL, 2009 Product Knowledge University Graduate, 2008 Collector of the Year, 2008 Top 10 Increased Case Sales, 2008 Rookie of the Year.

2006-2008 **US Foods** | Customer Service | Van Driver

Split my time between making local deliveries as a van delivery driver, and working in the office as a customer service representative, helping customers place orders as well as covering routes when sales reps took time off.

» VOLUNTEER

2015 **Mizzou Alumni Mentor Program**

Sharing knowledge and experience with current business students at the University of Missouri - Columbia.

2009-2013 **Leukemia & Lymphoma Society - Gateway Chapter**

Raised \$70,000+ over 5 years by organizing events with friends and family. Awarded "Man of the Year" by the Gateway Chapter in 2012.

