

James W. Bluefield

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Award-Winning Outside Sales Representative for 20+ Years Driving Revenue Growth, Territory Expansion and Client Retention

Professional Summary

Skilled at expanding territories and building long-term client relationships across B2B markets. Proven record of consistently exceeding sales quotas, winning multiple “President’s Club” awards, and managing large multi-state territories. Strong track record of success in new business development, consultative sales presentations, account management, and CRM utilization (Salesforce). Recognized for mentoring sales teams, developing client-focused solutions, and increasing profitability through strategic relationship-building.

Core Competencies

- New Business Development & Prospecting / Territory & Account Management
 - Client Retention & Upselling / Contract Negotiation & Closing
 - Solution-Based Sales Presentations / Pipeline & Forecast Management
 - Tradeshow & Event Representation / Relationship Building & Networking
 - Market Research & Competitive Analysis / Salesforce (CRM), MS Word, Excel, PowerPoint
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Professional Experience

Sambient Sales & Distribution Company – Laurens, SC
Outside Sales Representative | 05/2004 – Present

- Manage sales of packaging products across SC, NC, and GA, driving revenue growth and expanding market share.
- Develop and implement strategic sales plans to penetrate new markets and retain existing clients.
- Prospect and acquire new clients through cold calls, referrals, and networking, increasing account portfolio by 34 (from 40 to 74) since 2005.

- Conduct clients need assessments, create solution-focused proposals, and deliver persuasive sales presentations.
- Collaborate with internal teams to enhance customer experience and streamline order fulfillment.
- Designed and launched the company website, enabling customers to reorder products online and improving efficiency.
- Mentor and train new sales representatives, with all mentees surpassing quotas in their first year.
- **Key Achievements:**
 - Recaptured four lost accounts in first year, adding \$290K in revenue.
 - Selected as **Regional Trainer** in 2016 for new Managers-in-Training.
 - Selected as **Speaker** for the National Convention in 2018.
 - Recipient of **President's Club Award** for exceptional sales performance in 2023, 2020, 2019, 2017, 2016, 2012, 2008, 2007, 2006, 2005.
 - Recognized as **Salesman of the Month** 42 times.
 - Winner of **Trip to Barbados** based on increased sales in 2012.
 - Winner of **Trip to Florida** based on cost savings achieved in 2014.
 - Received **Employee Retention Award** in 2010.
 - Secured "Most New Accounts" in 2018 out of 14 peers, earning a cash bonus.
 - Winner of 2012 sales contest, earning an all-expenses-paid trip to Hawaii.
 - Selected as **Speaker** for the National Convention. In 2009.
 - Promoted to **Outside Sales Representative** after 2 months from Inside Sales Representative based on job performance.

Jay's Food Brokerage & Warehousing – Greenville, SC
Account Executive | 06/1996 – 05/2004

- Managed sales of 15,000+ food products to restaurants, hospitals, and universities across Upstate South Carolina.
- Prospected new clients while strengthening and upselling existing accounts.
- Organized product sampling events and tastings to introduce and promote new items.
- Delivered consultative sales solutions tailored to customer needs, ensuring client satisfaction and repeat business.
- **Key Achievements:**

- Promoted to Account Executive in 1997 (from Sales Support).
 - Earned **Diamond Club Award** for record-breaking sales in 1998, 1999, 2001, 2003.
 - Won 2000 company-wide sales contest, awarded trip to Bermuda.
 - Secured placement of food products in Bentley's Steakhouse, leading to a national account with 46+ locations.
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Education

University of South Carolina Upstate – Spartanburg, SC
Bachelor of Science in Communication, Minor in Marketing

- Dean's List | Marketing Club

Greenville Technical College – Greenville, SC
Associate of Science – Transfer Degree

- President's List
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Training

- John Dexter Restaurant Management Training, St. Louis, Missouri
 - How to Reduce Food Costs Effectively, B.R. Horton Company, Seattle, Washington
 - Meeting Customer Expectations, Dawson Institute, Akron, Ohio
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Core Strengths

- **Communication Skills** – The ability to clearly explain value, listen actively, and adapt messaging to different audiences.
- **Relationship-Building** – A natural talent for establishing trust, rapport, and long-term connections with clients and colleagues.
- **Resilience and Persistence** – Staying motivated through rejection and setbacks, while maintaining enthusiasm and focus on goals.
- **Empathy and Emotional Intelligence** – Understanding customers' needs, emotions, and motivations to tailor solutions effectively.
- **Goal Orientation and Self-Motivation** – A strong internal drive to achieve targets, measure progress, and continuously improve performance.