

Summary

I am a proven leader, accomplished sales professional, and experienced operations manager with 22+ years in sales and 23+ years in management. I am recognized for delivering results, building strong teams, and driving growth. I combine strategic leadership with hands-on experience in all aspects of sales, operations, and customer service. I have experience across the full sales cycle and all environments — including retail, inside sales, outside sales, B2B/B2C, new business development, and account management.

Throughout my career, I earned the opportunity to be promoted at multiple companies by consistently achieving exceptional sales performance and outstanding operational results. I have experience managing my own book of business generating millions in annual revenue, as well as leading large teams across 50+ stores with 250+ employees. I have also served as project manager on nearly 100 successful retail store launches and I have hired, trained, and developed hundreds of salespeople and managers. I have also been recognized with numerous awards for both sales excellence and operational achievements.

Experience

Turning Point Funding – Loan Officer

January 2024 – Present

Turning Point Funding is a private lender in Philadelphia PA that specializes in providing funding to investors for real estate projects across the U.S. (such as Fix & Flip, New Construction, Long-Term Rentals, etc). As a Loan Officer, I am responsible for finding new clients, building relationships with existing clients, finding funding solutions that fit the needs of the project, actively closing loan deals, and servicing the client during the loan term.

Eschbach Bus Service – Operations Manager

December 2021 – November 2023 (2 years)

Eschbach Bus Service is a transportation company in Lancaster PA that is a contracted School Bus provider for the Penn Manor and Solanco school districts, plus offers Charter Bus services for private rental as well. As the Operations Manager, I had the opportunity to manage multiple areas of the business, including Operations, Human Resources, Fleet Vehicles, Information Technology, Marketing, and Customer Service. I departed to pursue a sales opportunity with substantial financial incentives.

Nu-Wave Wireless – National Sales & Operations Manager

April 2021 – December 2021 (9 months)

Nu-Wave Wireless – Regional Manager

June 2011 – April 2021 (9 years 11 months)

Nu-Wave Wireless – District Manager

July 2009 – June 2011 (2 years)

Nu-Wave Wireless was a T-Mobile Premium Retailer in Philadelphia PA that operated T-Mobile Retail Stores in multiple states across the U.S. I was hired as a District Manager to oversee all the Pennsylvania retail stores because I have extensive wireless industry knowledge and proven leadership skills. As the company began to grow and open new locations, I earned the opportunity to advance to the Regional Manager position overseeing the entire retail channel of the company (at that time, our locations were primarily in the northeast region of the U.S.). As the company continued to expand across the U.S., I earned the National Sales & Operations Manager position and focused on leading the entire organization across the U.S. I departed to pursue an operational opportunity after the company was sold.

Sprint Nextel Corp – District Manager Trainee

June 2005 – July 2009 (4 years 2 months)

Sprint Nextel Corp – Retail Training Manager

January 2005 – July 2009 (4 years 7 months)

Sprint Nextel Corp – Multi-Unit Store Manager

June 2004 – July 2009 (5 years 2 months)

Sprint Nextel Corp – Retail Store Manager

October 2003 – July 2009 (5 years 10 months)

Sprint Nextel was a national wireless provider with locations across the U.S. I was hired as a Store Manager in Harrisburg PA and thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements I was also given the opportunity to fill the following roles; Multiple Unit Store Manager (responsible for all the operational functions and sales results in up to 5 locations at one time), Retail Training Manager (hired and trained countless Sales Consultants and Store Managers), District Manager Trainee (assisted with all the sales results and operational functions in districts of up to 20 stores). I departed to pursue a higher-level management opportunity to further my career growth.

Global Mobile – Multi-Unit Store Manager

November 2002 – October 2003 (1 year)

Global Mobile was an Authorized Dealer for AT&T, Cingular, Nextel, T-Mobile, and Dish Network TV in York PA. As a Multiple Unit Store Manager, I was responsible for all the daily sales and operational functions in 2 locations. I departed to pursue an opportunity with a larger company to further my career growth.

Better Deal Cellular – Assistant Manager

June 2001 – November 2002 (1 year 6 months)

Better Deal Cellular – Wireless Consultant

January 2001 – June 2001 (6 months)

Better Deal Cellular was an Authorized Dealer for AT&T, Cingular, Nextel, T-Mobile, and Sprint in Lancaster PA. I was hired as a Wireless Consultant to sell wireless products to customers, then I earned the opportunity to advance to Assistant Manager after displaying exceptional sales results and the ability to lead other employees. I departed to pursue a higher-level management opportunity to further my career growth.

Education

YTI Career Institute – Business Management (2002 – 2004)

Chambersburg Area Senior High School – General Educational Development (1993 – 1997)

Service

Mountville Youth Athletic Association – President (2020 – Present)

Lancaster County Youth Baseball League – Secretary (2024 – Present)

Skills

- Windows/Office (Outlook, Word, Excel, PowerPoint, Adobe, etc)
- Employee Development & Management
- Operational Planning & Implementation
- Sales Strategies & Training
- Customer Service & Account Management
- Inventory & Cash Management
- Marketing & Community Outreach
- Human Resources & Talent Acquisition